

The American Perfumer

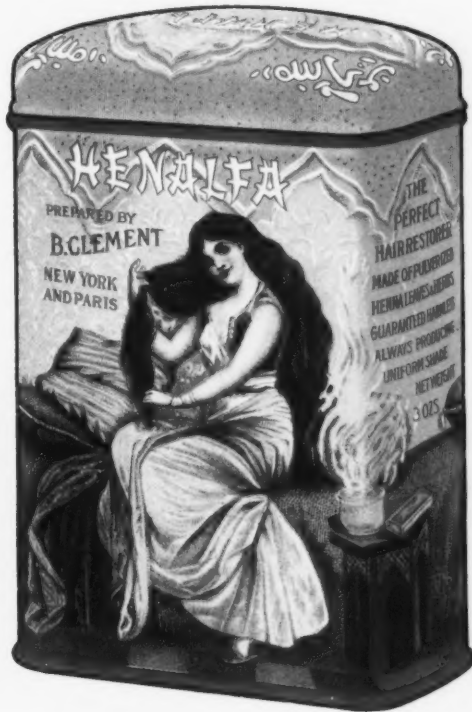
and Essential Oil Review

PERFUMER PUBLISHING CO.

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JULY 1919

VOL. XIV
NO. 5



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and Essential Oil Review

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THE SITUATION AT WASHINGTON

As we go to press the Prohibition Enforcement Bill has passed the House of Representatives at Washington and we are devoting considerable space to recording the various steps that have been taken in connection with protecting the interests of the industries in which our readers are concerned. There has been a growing disposition on the part of the dry majority in the House to treat legitimate industries fairly, and no doubt the Senate will fall in line, but it will be necessary for members and officers of the various associations to keep in touch with the situation. While the House has not gone as far as it might in various respects, its members have shown an increasingly liberal disposition which affords hope that when the Senate formulates its ideas and the two bills go to Conference Committee the possibility of agreement on even more favorable terms may become an accomplishment.

Our Washington correspondent goes into the matter thoroughly, and in addition we print all of the news in relation to what may well be called a crisis in our industries, more especially as it concerns the manufacture of flavoring extracts. Further efforts to improve the conditions of operation under the prohibition era will have to be made in the Senate Judiciary Committee. Officers, counsel and members of the associations affected have done loyal service so far and may be trusted to continue their efforts to the end.

The possibility of a veto by President Wilson if he adheres to his announced determination to preserve light wines and beers does not seem to enter into the calculations of the dry element in Congress. Such a veto would have no bearing probably upon the general terms, which would effect our industries and would relate only to those particular subjects. It is likely that the dry majority is prepared to pass the Act finally agreed upon by the House and Senate conferees over any possible presidential veto.

EFFECTS OF THE COLGATE SUIT.

The recent unanimous decision of the United States Supreme Court upholding the legality of the well-known "Colgate Plan" for insuring fair prices to the public and fair profits to dealers has been universally welcomed by the business world. When the Attorney General challenged the right of Colgate & Company to suggest resale prices and to refuse to sell to those who did not choose to adhere to them, it was generally thought that this sales plan was doomed and that with it would go the manufacturer's last remaining weapon against illegitimate cut-throat competition. The progress of the suit which was instituted against the company has been watched with keen interest. The result has called out expressions of satisfaction from every quarter. Our readers may be interested in a few of those which have come to our notice.

One of the oldest and largest manufacturing concerns in the country writes:

"This decision is the most important one rendered by the Supreme Court for a long time, and is of vital interest to nearly every manufacturer of proprietary articles in this country."

The manufacturer of a well-known brand of toilet preparations says:

"This marks a turning point in the attitude of the courts towards the whole subject of price-cutting."

Counsel for one of the largest hardware companies in the country comments:

"It seems to me to be a victory not only for Colgate & Company but for all manufacturers and jobbers who are endeavoring to merely stabilize business and protect their own good name and reputation. This decision should have a far-reaching effect, and I believe is very beneficial to the country."

Such expressions as, "This case is of far-reaching importance," and statements such as that Colgate & Company stood in this litigation "for all that is best in the conduct of business in the interests of the consumer, the dealer and the producer" are frequent among the many comments which have been made.

No one will be surprised at the relief and gratification which have been expressed over the decision who knows how seriously the price-cutting evil has affected merchandising, particularly the business of the small dealer.

NEW UNFAIR COMPETITION DECISION

On April 29 the United States Circuit Court of Appeals for the Seventh Circuit, with one slight amendment, sustained the order of the Federal Trade Commission to cease and desist in the case of Sears, Roebuck & Company vs. the Federal Trade Commission. The gist of the complaint was that respondent had practiced unfair methods of competition in commerce by false and misleading advertisements and acts designed to injure and discredit its competitors and to deceive the general public. The Court held that the evidence was sufficient to sustain the charge; that the fact that respondent was pressing litigation indicated that it was not surrendering its position even though the practice had ceased before the complaint was filed; that by the Act the Commission was not limited to common law definitions of unfair competition, but was empowered to find what was unfair competition subject

to review by the Circuit Court of Appeals. Regarding the modification, the Court held in substance that *selling below cost was not necessarily per se unfair competition, but that the same must be joined with representations or acts "which have a capacity or tendency to injure or to discredit competitors and to deceive purchasers."*

MISBRANDED GOODS LOSE LEGAL RIGHTS

A decision of the Federal courts of vital importance to every owner of a trade mark, and of unique interest, is that recently rendered by the United States Circuit Court of Appeals for the Ninth Circuit, refusing to protect the product "Coca Cola" on the ground that the product is not accurately branded, and therefore is not entitled to have its trade mark protected under the law. It appears that the Coca Cola Company proceeded against a concern making a product known as "Koke," and sought an injunction for an alleged infringement of its trade mark "Coca-Cola." The decree was rendered for complainant and defendants took an appeal. The decree was reversed, the Appellate Court speaking as follows:

"The evidence leaves no room for doubt that the appellee's very extensive business conducted under the name 'Coca-Cola' is not entitled to protection at the hands of a court of equity. First, because it shows that in the beginning, and for many years thereafter, the coca of which its compound was in large part made contained the deadly drug cocaine, and the caffeine, which constituted the other main ingredient, was derived mainly, and, indeed, almost exclusively not from cola nuts, but from tea leaves.

"Yet the labels with which the preparation was adorned contained pictures of coca leaves and cola nuts, and was widely advertised and sold, first, under the name of 'Coca-Cola Syrup & Extract,' next as 'Coca-Cola Syrup,' and finally as 'Coca-Cola,' as a 'valuable brain tonic,' an 'ideal nerve tonic and stimulant,' as a cure of 'headache, neuralgia, hysteria and melancholy,' and 'of nervous afflictions,' under which representations a tremendous consumption was built up, and under which large numbers of the appellee's customers still consume the mixture, although long prior to the bringing of the present suit the drug cocaine was practically eliminated from the drink, and the caffeine, of which it has since been mainly composed, still comes mainly, if not entirely, from other sources than the cola nut. We find such conduct on the part of the appellee to be, in fact, such deceptive, false, fraudulent and unconscionable conduct as precludes a court of equity from affording it any relief."

IMPORTATION OF BOOKS FROM GERMANY

The War Trade Board announces that applications will be considered for licenses to import into the United States from Germany or elsewhere scientific books and journals which were printed in Germany. Licenses covering such importations will not, however, be issued until the importer in the United States has made effective arrangements to make the purchase price of such books or journals available for the purchase of foodstuffs for Germany, by depositing said purchase price with the American Relief Administration for remittance through said administration to the persons thereto entitled. The duplicate receipt issued by the American Relief Administration must be submitted to the Bureau of Imports of the War Trade Board when applications for such licenses are filed. In cases where the purchase price has been paid prior to April 6, 1917, payment of the purchase price to the American Relief Administration above referred to will not be required. Conclusive proof of such prior payment must be furnished.

JOBS FOR SOLDIERS AND SAILORS.

The movement initiated by the commercial and civic organizations to find a job for every soldier or sailor who wants one, is meeting with gratifying success. Employers in the metropolitan district are responding generously to the appeals which are being made to them, and there is every reason to hope that the number of jobs offered will exceed the number of jobless fighting men.

The New York Merchants' Association may well feel gratified that it is in a position to lend a portion of its organization to this work. Its president, William F. Morgan, is chairman of the Soldier Re-employment Committee of New York City for Soldiers, Sailors and Marines, and manager of the association's Industrial Bureau is executive secretary of the committee. The work is well organized, and employers in the lines which interest us are doing their share to get our heroes back into civil life in proper shape.

TRADE WITH GERMANY RESUMED

The War Trade Board Section of the Department of State announces that a General Enemy Trade License has been issued authorizing all persons in the United States, effective July 14, to trade and communicate with persons residing in Germany and to trade and communicate with all persons with whom trade and communication is prohibited by the Trading with the Enemy Act; subject however, to the following specific limitations and exceptions:

1. The general license does not authorize the importation into the United States from Germany or elsewhere of dyes, dyestuffs, potash, drugs or chemicals which have been produced or manufactured in Germany.

2. The general license does not modify or affect in any respect present restrictions against trade and communication between the United States and Hungary or that part of Russia under the control of the Bolshevik authorities.

3. The general license does not authorize trade with respect to any property which heretofore, pursuant to the provisions of the trading with the Enemy Act as amended has been reported to the Alien Property Custodian or should have been so reported to him, or any property which heretofore, pursuant to the provisions of said Act, the Alien Property Custodian has seized or has required to be conveyed, transferred, assigned, delivered or paid over to him.

Exports to and imports from Germany may take place under Special Export License RAC No. 77 and General Import License PBF No. 37 as announced in W.T.B.R. 803 and W.T.B.R. 804 respectively.

LETTERS NOW TO GERMANY

Resumption of mail service between the United States and Germany, effective immediately, was provided in an order signed July 15 by Postmaster General Burleson. The Western Union Telegraph Company announces that business cable messages can now be accepted for Germany, but must be written in English or French.

Mail matter addressed to any part of Germany now will be accepted under the same regulations and at the same rates as apply to mail to other European countries. As direct steamship service between this country and Germany has not yet been established, it will go by way of Holland, Norway and Denmark.

In an order issued July 18 the pre-war rate of 12 cents a pound on parcel post packages to Germany was re-established by the Post Office Department. The limit of weight on such packages is 11 pounds. Exchange of money orders with Germany will not be resumed pending

NOT HIS JOB.

(From the Southern Pacific Railway Bulletin)

"I'm not supposed to do that," said he,
When an extra task he chanced to see;
"That's not my job, and it's not my care,
So I'll pass it by and leave it there."
And the boss who gave him his weekly pay
Lost more than his wages on him that day.

"I'm not supposed to do that," he said,
"That duty belongs to Jim or Fred."
So a little task that was in his way
That he could have handled without delay
Was left unfinished; the way was paved
For a heavy loss he could have saved.

And time went on and he kept his place,
But he never altered his easy pace,
And folks remarked on how well he knew
The line of the task he was hired to do;
For never once was he known to turn
His hands to things not of his concern.

* * * * *

If you want to grow in this world, young man,
You must do every day all the work you can;
If you find a task, though it's not your bit,
And it should be done, take care of it;
For you'll never conquer or rise if you
Do only the things you're supposed to do.

the negotiation of a new treaty, which officials say has been made necessary by the decline in the value of the German mark.

CREDIT MEN UPHOLD BANKRUPTCY ACT

Setting its face determinedly against any repeal of the bankruptcy act, the National Association of Credit Men at its annual convention recently in Detroit, placed itself as squarely on record as reaffirming its belief in the need of a National Bankruptcy Act, recorded its conviction that the act was never intended as a temporary measure, and suggested the further amendment of the act according to the necessities of the credit field. This point was made:

"The claim is advanced by opponents that the National Bankruptcy Act has encouraged commercial failures. This statement, your committee desires emphatically to take issue with. A careful and accurate comparison of the present day bad-debt losses proportionately with the losses under State insolvency conditions, will point to the fact that the bad-debt loss ratio has declined, due in a measure to the National Bankruptcy Act, as also to the increasing skill in credit management."

PATENT REFORM LAW URGED

Chemical and engineering societies formally endorsed three bills regarding the patent service on which hearings were held recently by the Patent Committee of the House of Representatives at Washington. That the patent system is at the root of all industrial prosperity and that the patent system of the United States is the best in the world, and a model for other nations, was declared by Frederick B. Fish, of Boston.

Three bills under debate are: 1, making the patent office a separate government establishment; 2, enlarging the force and increasing the salaries, and 3, establishment of one patent court of appeals in Washington instead of nine district courts throughout the country.

BABSON ON PEACE AND BUSINESS OUTLOOK.

Roger W. Babson, the noted statistician and expert, in his current outlook, gives the following survey of business conditions, in peace times, based upon thorough investigation and careful observation of the field:

"Labor and World Inflation.—Since the armistice, inflation has continued in astonishing volume. In this inflation, labor is one of the chief factors. Its action has a direct tendency to delay the decline in prices, and to postpone the reaction from our present inflated condition. At the signing of the armistice, labor in this country at once went on record as opposed to any attempt to reduce wages, irrespective of the trend of living cost. Those who considered only American conditions did not take this demand seriously, expecting to overcome labor's position by first forcing down the cost of living. Meanwhile, in Europe labor matters were much more disturbing. It is obvious that there the question is a far more serious one than merely bargaining for profit sharing. Though the real European situation is not generally understood on this side of the water, capital over there freely acknowledges the facts, and is pursuing a defensive campaign.

"The fatal thing for capital in Europe, until it is back securely in the saddle, would be breadlines, dull business, and any attempt to reduce wages. European employers clearly foresaw that inflation must be allowed to continue until industries were firmly reinstated, foreign trade resumed, and labor settled down again and absorbed. It is, however, very evident that Europe was in no position to produce such conditions on her own resources while America unconcernedly pursued a course of reducing inflated prices and wages. Moreover, a collapse of Europe's capitalistic system would prove a severe, if not a fatal, blow to American capital.

"Leading financiers have undoubtedly agreed upon the only solution—instead of a deflation of prices and wages, a maintenance of prices and wages to enable Europe to get onto her feet, and extension of additional credit to enable Europe to have what she wants without immediately paying. In this vital effort of world capital to prevent a cataclysm, we have a power for further temporary inflation even stronger than that at work during the war.

"Back to a Peace Basis.—Present Conditions.—A new stage in the reconstruction period is just beginning. Official peace brings the removal of trade barriers and the gradual reopening of business relations with the Central European States. It lays bare the true economic condition of those countries and, in fact, of all Europe. We now find German marks quoted in Switzerland at the equivalent of about eight cents—before the war they were worth twenty-four cents. Austrian kronen are worth less than a fifth of the pre-war value. These Swiss quotations probably indicate about the rates of exchange which will exist when transactions between the United States and the Central Powers are reopened. In a general way the exchange rates suggest the relative financial positions of the various nations. Many of the Allied countries are in but little better condition than our recent enemies.

"In the United States inflation in credit and currency to which we have previously pointed still continues. Labor unrest is more acute, notwithstanding the presence of ample employment. Speculation in the security markets has reached a point where it is a serious banking problem. Business is geared up to a pitch established by a doubling of our foreign sales, but the condition of the countries to

OUR ADVERTISERS**J. L. HOPKINS & CO.**

HIGH GRADE CRUDE DRUGS
NEW YORK

The American Perfumer & Essential Oil Review,
80 Maiden Lane, New York.

Gentlemen:

Since beginning our advertisement in your publication we have been able to trace a number of inquiries, which have given positive proof of having come to us through our ad.

It gives us pleasure to add that we are well pleased at the results obtained.

Wishing you further successes, we remain,

Yours very truly,

J. L. HOPKINS & COMPANY.

which we are selling does not warrant the hope that we continue to sell goods to them at this rate. In looking ahead, therefore, business must discriminate between the outlook for the long swing which will develop during the next few years, as contrasted against the outlook for the intermediate trend of the next few months."

A CORRECTION.

We desire to call the especial attention of our readers to an unfortunate error that occurred in the report of an interview with Mr. Z. Getchoff on page 132 of our June issue. The last sentence of the second paragraph should have read as follows:

"Three representatives of Bulgarian producers of Otto of Rose were present at the discussion, including representatives from Ungerer & Co., Compagnie Morana and Antoine Chiris Co., for Pappazoglou, Christoff and Shipkoff respectively."

The careful reader will have noted that in the article as printed, the name of Christoff's representative, Compagnie Morana, was intended to be included, as evidenced by their advertisement on page 20, of our June issue.

Typographical errors will occur despite all precautions, and this journal is no exception to the rule, although we use the utmost care in our editorial work.

BIG RUSH ON PATENT OFFICE.

American manufacturers, turning from war to peace production, have besieged the Patent Office with such a volume of requests that twenty-five additional employees are needed to care for the mail. Patent Commissioner Newton advised Congress recently, in asking for a special appropriation of \$44,000 for employing additional help. He said that since the cessation of hostilities his office had received from 75,000 to 85,000 requests weekly for copies of patent issues, principally from manufacturers anxious "to find the newest and best ways of doing things."

Pleased with Attention Given to Soaps.

(From N. N. Dalton, Peet Bros. Mfg. Co., Soaps and Glycerine, Kansas City, Kansas.)

We are well pleased with the attention your publication has been giving the soap industry during the last few years.

FINAL STATUS OF PROHIBITION BILL IN THE HOUSE

WASHINGTON, July 21.—The House of Representatives, after a long debate, has finished consideration of the prohibition enforcement measure; and it would have been passed tonight in its present form except for objections that have only delayed the vote until tomorrow. It then undoubtedly will be passed and sent to the Senate. The last skirmish in the House is ended. The Senate Judiciary Committee still is at work on the prohibition measure and all future activities will be in that direction.

Perfumery, toilet goods, flavoring extract and industrial alcohol interests are said by Chairman Volstead, of the Judiciary Committee of the House, to have agreed to the clauses in the bill affecting these industries. The chief fight at the end was on flavoring extracts. This part of the bill was amended so as to also include syrups. The original phraseology prohibited extracts that were potable and capable of being used for beverage purposes. This was changed so as to prohibit only those unfit for intoxicating beverage purposes. Then the provision now embodied in the regulations was proposed. It requires that no more alcohol should be used than the amount necessary for extraction or solution of the elements contained in the extract for preservation of the extract.

The amendment as adopted, providing for exemption of the articles enumerated, was as follows:

Sec. 4. That the purchase, sale, transportation, importation, exportation, and use of the articles enumerated in this section shall not, after having been manufactured and prepared for the market, be subject to the provisions of this act if they correspond with the following descriptions and limitations, namely:

(a) Denatured alcohol or denatured rum produced and used as provided by laws and regulations now or hereafter in force.

(b) Medical preparations manufactured in accordance with formulas prescribed by the United States Pharmacopoeia or National Formulary of the American Institute of Homeopathy that are non-potable and unfit for use for beverage purposes.

(c) Patented, patent and proprietary medicines that are non-potable and unfit for use for beverage purposes.

(d) Toilet, medical and antiseptic preparations and solutions that are non-potable and unfit for use for beverage purposes, contained in bottles or packages, upon which are printed conspicuously and legibly in English the quantity by volume of alcohol in such preparation.

(e) Flavoring extracts [and syrups] that are non-potable and incapable of being used for intoxicating beverage purposes.

(f) Vinegar.

A person who manufactures any of the articles mentioned in this section may purchase and possess liquor for that purpose, but he shall secure permits to manufacture such articles and to purchase such liquor, give the bonds, keep the records, and make the reports specified in this act and as directed by the commissioner. No such manufacturer shall sell, use or dispose of any liquor otherwise than as an ingredient of the articles authorized to be manufactured therefrom.

Any person who shall knowingly sell any of the articles mentioned in this section for beverage purposes, or who shall sell same under circumstances from which the seller might reasonably deduce the intention of the purchaser to use them for beverage purposes, shall be subject to the penalties provided in section 30 of this act.

It was contended that flavoring extracts if turned into beverages must in the latter event contain not more than one-half of one per cent alcohol. It was proposed to do various things with extracts. The subject was debated at length. To cover this matter of non-alcoholic flavoring extracts and non-alcoholic syrups the House passed the following by a vote of 114 to 48:

Amendment offered by Mr. Bland of Missouri to the amendment offered by Mr. Volstead: After the words "a record and report of sales" strike out the words "If the commissioner shall find that any article can be successfully and economically manufactured so as to contain less than one-half of one per cent of alcohol by volume, he shall, by regulation, forbid the manufacture and sale of any such article containing more than one-half of one per cent of alcohol by volume. Such regulation shall take effect six months after the date it is promulgated, and thereafter it shall be unlawful to manufacture and sell any article so forbidden. Any finding under this paragraph shall be subject to court review as in said section 5 provided."

Power to enforce the provision as outlined above was given to the Internal Revenue Commissioner in the following amendment:

If the commissioner shall find, after notice and hearing, as provided for in section 5 of this title, that any person has sold any flavoring extract, sirup, or beverage in violation of this paragraph, he shall notify such person, and the person for whom the sale was made, if any, to desist from selling such article, and it shall thereupon be lawful for a period of one year thereafter for any person so notified to sell any such extract, sirup, or beverage without making an application for giving a bond, and obtaining a permit so to do, which permit may be issued upon such conditions as the commissioner may deem necessary to prevent such illegal sales, and shall require a record and report of sales. If the commissioner shall find that any article can be successfully and economically manufactured so as to contain less than one-half of one per cent of alcohol by volume he shall by regulation forbid the manufacture and sale of any such article containing more than one-half of one per cent of alcohol by volume. Such regulation shall take effect six months after the date it is promulgated, and thereafter it shall be unlawful to manufacture and sell any article so forbidden. Any finding under this paragraph shall be subjected to court review as in said section 5 provided.

Chairman Volstead said that he had received a number of letters from manufacturers stating that flavoring extracts can be made just as good and more economically without containing any alcohol in the finished product. He declared that Kansas, Texas and Georgia do not permit any alcoholic extracts, and that some of the States specifically prohibit some of these extracts because they have been used in violation of the law. Mr. Volstead asked the Department of Agriculture for data as to the alcoholic content of certain extracts, but so far has not received a reply. He has, he said, a bottle of camphor that contains 85 per cent, and one of vanilla that contains 42 per cent of alcohol.

The bill allows any extract to contain whatever alcohol is necessary for solution, extraction and preservation if used in compliance with the law. No attempt is made in the bill to change the law as regards the manufacture of

extracts, Chairman Volstead asserts, but only to make the law effective to restrict the sale so that they cannot be used in substitution for "booze."

The only provision that interferes with the industry is one regarding the manufacture of extracts without alcohol, if the commission finds that it is practical and economical. Even then the manufacturer is given six months to change his method, and the commissioner is not given arbitrary authority, but the matter is open to review so that the manufacturer can have his day in court.

Chairman Volstead dilated on the subject of the manufacture of extracts without alcohol when he declared he wished particular attention paid to the amendment desired by the extract manufacturers, and the one proposing power for the enforcement of the use of extracts made without alcohol, if feasible. He said:

"When this matter first came up no one appeared, as far as the extract people were concerned. I think the committee—I know I was—was misled as to just what the situation is in regard to flavoring extracts. After the bill had been reported a number of parties interested in extracts and syrups appeared in my office, and I received a large number of letters calling my attention to the language in paragraph (e). It was insisted that under that paragraph the makers of extracts and syrups could not continue business. So the question came up as to what sort of an amendment would have to be made. It was claimed that no extract could be made without alcohol. At first it was insisted that these syrups and extracts containing alcohol could not be used for beverage purposes at all. They finally abandoned that theory and made frank confession that a good deal could be made into drink for beverage purposes.

"Then the question was presented of how to make it safe to permit their manufacture and sale. I examined the statutes of different States to determine what the States had done in reference to this matter. After considerable negotiation I submitted to the committee the proposition that is outlined in these amendments. There are extracts made without alcohol. The States of Kansas, Texas and Georgia permit very few, if any, of these extracts to be sold."

At this point he was interrupted by Mr. Bland, of Missouri, who said:

"Let me ask the gentleman: Are not the extracts made without the alcohol synthetic or artificial flavor?"

Mr. Volstead replied:

"I am not able to answer that question. There have been sent to my office different kinds of extracts made without alcohol. I have received a large number of letters from various institutions insisting that all of this sort of extracts can be made without alcohol. Consequently, we put the provision contained in this amendment that if they can be made successfully and economically without alcohol then, in the interest of prohibition we ought to require it.

"It is insisted that extracts made without alcohol are just as good. In fact, some contend that they are better and more economic than those made with alcohol. It seems to me that if they are going to sell large quantities after prohibition goes into effect that can be used for intoxicating beverages, we ought to find some way to reach the situation. Consequently, I thought we might leave it

to the commissioner to determine whether these articles need go on the market at all."

Mr. Volstead declared, in answer to further questions by Mr. Bland, that he had a large number of packages of vanilla extracts in his office, which he said were declared to be just as good as those made with alcohol.

Mr. Benson in his argument for the extract industry said:

"It is impossible to manufacture extracts with less than one-half of one per cent of alcohol in them, and the last provision that is put in there prevents the use or manufacture of extracts if they have one-half of one per cent of alcohol. It is well known to everybody that you cannot produce extract of lemon or of vanilla or any of these other essences without using alcohol to do it. That is conceded. It is also known that you could not have flavoring for food, you cannot have flavoring for bread or cake or candy or soda water if you do not have extracts to take the place of it. You are going ahead and in this act providing it so that people who are accustomed to using sherry and brandy for baking purposes will not even have the opportunity of using lemon and vanilla for those things."

Altogether the flavoring extract industry had a field day in Congress.

Regarding the industrial alcohol features, the House bill includes the following provisions, recommended by the Ways and Means Committee:

(1) Giving tax-free alcohol to the States, so that the States will be permitted to get alcohol without paying a tax. (2) Changing the law under which the credits are given for alcohol that is lost through evaporation, unavoidable leakage, etc. This was authorized by the Ways and Means Committee and asked for by the Internal Revenue Bureau.

While there appeared to be for a time rough sledding for the perfumery, cosmetic, flavoring extract, drug, proprietary article and other trades that use alcohol in one form or another for industrial purposes, yet the situation presents prospects believed to be favorable to these industries. Their representatives are right on the ground watching developments and offering suggestions which, there is reason to believe, are being received with some degree of favor. The result is that, although the house committee did not fully meet the needs of the industries, the house has come more nearly to doing so. At the senate end of the Capitol still more concessions, it is believed, will be granted and the final result of the deliberations of the conference committee of the two houses probably will contain provisions that are deemed essential to safeguard the industries dependent upon the use of alcohol for their legitimate purposes.

They have asked for exemptions to take care of the legitimate use of products that have to be made with the use of alcohol. The prohibitionists are reported to be not opposed to meeting the needs of the trades in a conciliatory manner. The outlook is that the following important points in the new legislation will be assured when it goes upon the statute books.

The administration of the law probably will be in the hands of the Commissioner of Internal Revenue, instead of a special prohibition commissioner, as originally proposed in the "dry" bill. This is of vast importance, it

is believed. The internal revenue commissioner has been administering to non-beverage alcohol law for two years and understands it thoroughly. Most of the problems that will come up under the new law, he has already worked out. The revenue commissioner will have wide discretionary powers relative to regulations which he will promulgate. He will have the power, as it is his intention, to encourage the manufacture and use of industrial alcohol. The intent of sellers of industrial alcohol will be considered by the administrative officials under the law, it is understood. If the intent should be illegitimate or the use to which the alcohol is to be put is improper under the law its penalties would apply, according to the plan proposed.

As is known to the trade, the Volstead bill came out of the committee on judiciary as a combination or omnibus measure, covering enforcement of the war-time prohibition law, enforcement of the constitutional amendment for nation-wide prohibition, and the use and encouragement of industrial alcohol. It had been proposed at one time to eliminate the war-time prohibition features, but this plan has been abandoned. There has been talk also of a possible veto of the prohibition measure by President Wilson, and this is not impossible, although it is not settled. The President has gone on record in favor of excluding beer and wine from the war-time prohibition enforcement and it is reported that he would not hesitate to veto the omnibus bill if he deems it too drastic. However, hope that he would suspend war-time prohibition at this time has practically been abandoned, as he is understood to hold that he can not suspend it until the end of the period of demobilization, which will not come for some time.

With the administration of the new law left in the hands of the internal revenue commissioner it is expected that the permits he has granted for users of non-beverage alcohol will remain in effect until December 31, 1920. This is an important point gained for industrial alcohol users, who feared that all such permits might lapse January 16 when constitutional prohibition becomes effective.

Another important concession, it is felt, has been gained as a result of arguments made to the judiciary committees, and that is the change of phraseology in the bill so that "nonpotable" becomes "unfit for beverage purposes." This applies to perfume, toilet preparations, and proprietary articles. The flavoring extract section is not satisfactory at this writing, but is predicted by those in touch with the situation that it will be eventually.

HEARINGS ON THE PROHIBITION ENFORCEMENT BILL.

Hearings before the house committee on the prohibition bill have heretofore been reported. Since then the senate judiciary sub-committee has given hearings to interested parties. R. H. Bond of the flavoring extract manufacturer's legislative committee, appeared before the senate committee, as did W. L. Crounse, representing the National Wholesale Druggists' Association and the Manufacturing Perfumers' Association; H. B. Thompson, representing the Proprietary Association, and William Stone and T. J. Hart, for the Retail Druggists' National Association.

Mr. Crounse opposed the bill's provision that perfume and toilet preparations should have marked on their labels a statement of their alcoholic content on the ground that such information would tend to promote the use of such articles for beverage purposes. Congress leaders are understood to be favorably inclined toward the elimination of the objectionable requirement.

Mr. Bond protested against the phrase "nonpotable and incapable of being used as a beverage," which is also

opposed by Deputy Commissioner of Internal Revenue Gaylord, who is virtually author of the industrial alcohol title of the prohibition bill. Mr. Thompson also objected to this phrase, which he believed to be easily misunderstood. The same phrase met with the vigorous opposition of the retail drug trade representatives.

Leaders in Congress are believed to be favorably inclined toward an amendment that is designed to clarify the anti-advertising section of the prohibition bill so that advertisements of alcohol suitable for use in making extracts, flavors, perfumes, etc., may be legitimately published and sent through the mails in legitimate trade journals. Leaders admit that it was not intended to prevent the publication of such ads, but at the same time they say that a ban apparently would be the result of strict construction of the advertising prohibitions in the bill.

The majority report to the house on the prohibition bill was submitted by Chairman Volstead of the judiciary committee. A minority report also has been submitted by Representatives Igoe, Steele, Dyer, Classen and Gard in opposition to the bill. A hot fight was made in the house against the bill. There were three principal lines of attack, all of which failed.

They were against war-time prohibition enforcement on the ground that the war is over; against the war-time and constitutional provisions of the measure on the ground that they are too drastic, and against the prohibition plan in general on the ground that it will cause the loss of revenue at a time when the government needs funds badly to meet its obligations growing out of the war.

PROHIBITION TO COST BILLION DOLLARS A YEAR.

In connection with the latter Representative Moore of Pennsylvania has made a statement that the enforcement of prohibition will reduce the government revenues by about \$1,000,000,000, including \$638,000,000 estimated actual tax receipts from liquors, wines and beer during the current fiscal year, the balance of the round total being represented in excess profits and income tax. Representative Kitchin of North Carolina, former chairman of the ways and means committee, is represented as opposed to war time prohibition in times of peace and favoring repeal of the prohibition section of the food law, owing to the government's need of funds.

Drastic features of the bill have aroused a lot of opposition. Such staunch prohibitionists as Representative Small and Pou of North Carolina and Moon of Tennessee have jumped the reservation because they say the act is ridiculously drastic. The debate on the bill ran for days.

Representatives of the drug trade report that women and others are buying perfume and toilet preparations, proprietary medicines, etc., in order to tide them through the early stages of the dry period. Drug people want to have removed a statement on the label of medicines now required by law to show their alcoholic content.

"Many people think that war prohibition cannot be enforced unless a code is adopted," said Wayne B. Wheeler, general counsel of Anti-Saloon League of America, discussing its enforcement. He added: "It is true that the present power to enforce the War Prohibition Act is not adequate but it is nevertheless fairly effective. The penalty for violating war prohibition is imprisonment not exceeding one year or a fine not exceeding \$1,000, or both."

"The proposed code recognized by the House Judiciary Committee has in it three main features: a War Prohibition Code, a Permanent Enforcement Code, and a title providing for the manufacture and distribution of industrial alcohol. It has in it the main features of an effective code. Some provisions of the bill should be changed and perfected on the floor of the House. We believe that Congress will enact as effective a National Enforcement Code as we now have in the average state."

INTERNAL REVENUE REGULATIONS.

Although there is a reported disposition toward general laxity in enforcing the war time prohibition law pending the enactment of enforcing legislation by Congress or the hoped for suspension of the war time law, the internal revenue bureau is apparently carrying out its job of enforcing laws against liquors, insofar as lies within its

jurisdiction. Commissioner Roper has issued announcements relating to non-beverage alcohol and war time prohibition. One dated July 3 is as follows:

(T. D. 2881)—DISTILLED SPIRITS AND WINES.

Regulations under act of November 21, 1918, relative to export of distilled spirits and wines, and use of wines or liquors for medicinal, sacramental, or non-beverage purposes.

To Collectors of Internal Revenue and others concerned:

Section 1 of the act of November 21, 1918 (War Prohibition Law) provides that after June 30, 1919, until the conclusion of the present war, and thereafter until the termination of demobilization, the date of which shall be determined and proclaimed by the President, no distilled spirits held in bond shall be removed therefrom for beverage purposes, except for export; also that no beer, wine, or other intoxicating or vinous liquors shall be sold for beverage purposes, except for export. It authorizes the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, to prescribe rules and regulations regarding the manufacture and sale of distilled spirits and removal of distilled spirits held in bond for other than beverage purposes, and to govern the manufacture, sale and distribution of wines for sacramental, medicinal, or other than beverage uses.

In view of these provisions and of the further fact that the Commissioner has jurisdiction under the general revenue laws over spirits and wines on bonded premises and withdrawals from bond for export, the following regulations are issued:

I.—EXPORTS.

(a).—*Existing regulations in force.*—The existing regulations governing the export of wines tax free (T. Ds. 2416 and 2505) and governing the export of spirits free of tax or with benefit of drawback (Regs. No. 29), will continue in force and effect for the export of wines or distilled spirits during the war prohibition period.

(b).—*New circumstances.*—If circumstances arise, in connection with such exports to which the regulations seem inapplicable, or which they do not fully provide for, all such circumstances should be submitted for a specific ruling.

II.—MEDICAL USES OF WINES AND SPIRITS.

(a).—*Physicians' prescriptions.*—Physicians may prescribe wines and liquors, for internal use, or alcohol for external uses, but in every such case each prescription shall be in duplicate, and both copies be signed in the physician's hand-writing. The quantity prescribed for a single patient at a given time shall not exceed one quart. In no case shall a physician prescribe alcoholic liquors unless the patient is under his constant personal supervision.

All prescriptions shall indicate clearly the name and address of the patient, including street and apartment number, if any, the date when written, the condition or illness for which prescribed, and the name of the pharmacist to whom the prescription is to be presented for filling.

(b).—*Physicians' records.*—The physician shall keep a record in which a separate page or pages shall be allotted each patient for whom alcoholic liquors are prescribed, and shall enter therein, under the patient's name and address, the date of each prescription, amount and kind of liquors dispensed by each prescription, and the name of the pharmacist filling the same.

(c).—*Pharmacists and druggists who may fill prescriptions.*—Any licensed pharmacist or druggist may fill such prescriptions (1) if his name appears on the prescription in the physician's hand-writing, and (2), if he has made application and received permit, Form 737, in accordance with the provisions of T. D. 2788, and (3), if he has qualified as retail liquor dealer, by the payment of special tax. No such prescription may be refilled.

(d).—*Druggists' duties.*—Druggists filling these prescriptions shall preserve in a separate, carefully guarded file, one copy of every prescription filled, and once a month shall transmit to the collector of internal revenue a list showing the names of the physicians, the names of the patients, and the total quantity dispensed to each

patient during the month. These lists shall be subject to immediate examination and frequent review in the collectors' offices, and wherever there is indicated either (1) that a physician is prescribing more than normal quantities, or (2), that any patient, through the services of one or more than one physician, is procuring more than a normal quantity, the collector shall report the facts to the Commissioner and the United States Attorney.

(e).—*Refusal to fill prescriptions.*—Pharmacists should refuse to fill prescriptions if they have any reason to believe that physicians are dispensing for other than strictly legitimate medicinal uses, or that a patient is securing, through one or more physicians, quantities in excess of the amount required for legitimate uses.

(f).—*Wholesale or retail liquor dealers.*—Wholesale or retail liquor dealers having stocks of wines or liquors on hand, may sell to pharmacists holding permit, upon receipt of order on Form 739 and in conformity with the provisions of T. D. 2788, until their present supplies are exhausted. Such orders may be filled from spirits taxpaid at the \$6.40 rate.

Wholesale or retail liquor dealers who are not licensed druggists or pharmacists will not be permitted to qualify, after their present stocks are exhausted, to deal in either beverage or non-beverage spirits.

(g).—*Wholesale pharmacists.*—Wholesale pharmacists may continue to qualify for the sale of liquors or wines for non-beverage purposes, in conformity with the provisions of T. D. 2788.

(h).—*Non-beverage alcohol.*—Non-beverage alcohol, taxpaid at the rate of \$2.20 per gallon, may be used in filling prescriptions for spirits or alcohol so medicated or denatured in accordance with existing regulations as to be unfit for beverage use. In filling prescriptions for spirits or alcohol not so medicated or denatured so as to render it unfit for beverage use, liquor tax-paid at the rate of \$6.40 per gallon only must be used.

(i).—*Wine.*—Tax-paid wine must be used in all cases.

III.—SACRAMENTAL WINES PRODUCED UNDER CLERICAL SUPERVISION.

(a).—*Procedure for production.*—The procedure outlined in T. D. 2765 for the production of wines in quantities not exceeding 1,000 gallons should be followed where wines are produced for sacramental purposes by churches or religious orders, and the production and distribution are entirely under clerical supervision. Such wines may be removed from the premises where produced, in accordance with the provisions of T. D. 2788. The labels required by that Treasury decision may be omitted. The details of the procedure outlined in the two Treasury decisions mentioned will be furnished to any interested person by the Collector of Internal Revenue for the district in which the wines are produced. If objections are made to collectors that the provisions of the Treasury decisions are inapplicable to the established procedure of any recognized religious body, and that they impede or interfere with historic rites or customs, the collector will carefully investigate the facts and make full report to the Commissioner in order that it may be determined whether the regulations should be modified to meet the needs of the particular case. Wine used for sacramental purposes is subject to tax.

IV.—GENERAL INSTRUCTIONS.

(a).—*Shipping wines or spirits.*—All inquiries relating to the methods of shipping wines or spirits in filling non-beverage orders should be made to the local representative of the United States Railroad Administration.

(b).—*Jurisdiction of Department of Justice.*—The Department of Justice has exclusive jurisdiction to enforce the prohibition provisions of the act of November 21, 1918 (War Prohibition Law). Accordingly it should be suggested to all persons making inquiry as to the prohibition provisions of the Act that they address either the Attorney General or the local United States Attorney. Similarly, when internal revenue officers become aware of apparent violations of the prohibition provisions of the Act, they should report such facts as come to their attention to the local officers of the Department of Justice. They will co-operate with the Department of Justice agents if such co-operation is requested.

(c).—*Effect of existing regulations and instructions.*—The regulations and instructions regarding the use of non-beverage spirits and alcohol for purposes other than those specifically dealt with herein will continue in effect.

(d).—*Use of sacramental, etc., wines for beverage purposes.*—When there is evidence that wine or liquor obtained actually or ostensibly for sacramental, medicinal, or non-beverage purposes has been used for beverage purposes it shall be reported to the Commissioner for assertion of additional tax liability, and to the United States Attorney for prosecution under the internal revenue laws.

(e).—*Effect of tax payment on liability to criminal prosecution.*—So long as the taxes on alcoholic liquor and on occupations connected with the production and sale of alcoholic beverages remain in force they must be enforced. The Attorney General has advised this Department that the fact that an occupation or the production or sale of a beverage is prohibited does not relieve those engaged in such occupation or producing or selling the beverage from tax liability. (T. D. 2841). It must, however, be clearly understood that payment of tax in no way conveys any right to act contrary to or to be exempt from liabilities imposed by the prohibition legislation. The result of the statutes imposing the taxes and prohibiting the traffic is that the same person may incur liability to tax and at the same time be liable to prosecution under the prohibition laws.

WOOD ALCOHOL, COAL TAR PRODUCTS AND POTASH.

Representative Jones, of Pennsylvania, has introduced a bill imposing a duty of 50 cents a gallon on alcohol distilled from wood. Dyes and other coal tar products and potash are still before the ways and means committee. A bill covering them will be reported before long, it is believed, providing for a system of licenses to permit imports. Until then the committee will not decide whether to take up general tariff hearings or revision, but the belief is that it will give hearings at this session of Congress or before the next session at any rate, but will not undertake the actual revision before next winter.

LUXURY TAX REPEAL LAGS—LAW TO BE ENFORCED.

Chairman Fordney of the committee has had referred back to the committee his bill to repeal the luxury taxes. He has plans for repealing certain of the war taxes, especially that on soda fountain concoctions and ice cream, both of which are customers of the flavor and extract trades.

Instructions to begin a special drive for the collection of taxes imposed by the Revenue Bill of 1918 on various articles and lines of trade have been sent by Commissioner Roper to collectors in each of the sixty-four collection districts. The list includes the tax on soft drinks sold by manufacturers and at soda fountains and ice cream parlors, manufacturers' taxes, the tax on jewelry, sculpture and art, the so-called "luxury tax" on wearing apparel, the tax on toilet and medicinal articles, occupational taxes and the tax on boats.

Monthly returns are required of most of the taxes enumerated. A thorough canvas for delinquents will be made in each collection district. Cities and counties will be divided into zones, and as many members of the field force assigned to the work as can be spared from other duties.

To ascertain the correctness of any return, or for the purpose of making a return, the Commissioner of Internal Revenue is authorized, through revenue agents or inspectors designated by him, to examine any books, papers, records or memoranda bearing upon the matter.

In every case warranted by its investigations the penalties provided by the revenue act for failure or "wilful refusal" to make a return within the time specified, the Bureau of Internal Revenue announces, will be strictly enforced.

Thirteen interstate manufacturers, making soap, textile soaps, and allied products, have been cited in formal complaints by the Federal Trade Commission on charges of unfair competition in giving gratuities and presents to employees of their customers and prospective customers with the view of influencing the purchase of their products.

The U. S. Oil & Supply Co., Providence, R. I., selling soap, oil and mill supplies, also was cited on similar grounds.

The thirteen manufacturers are: National Oil Products Co., Harrison, N. J., oil, soap and grease products; India Alkali Works, Boston, savogran, washing powders and like products; Woodley Soap Manufacturing Co., Boston; Dobbins Soap Manufacturing Co., Philadelphia; Bosson & Lane, Atlantic, Mass., dyes, soap, and like products; Roxbury Chemical Co., Boston, soap and like products; The Arabol Manufacturing Co., New York City, dyes, soap, glue and like products; Enterprise Soap Works, Inc., Philadelphia; Charles J. Fox, Philadelphia, soap and like products; Harry Bentley, Camden, N. J., doing business under the name The Standard Soap Co.; The Original Bradford Soap Works, Inc., Providence, R. I.; William Mohrman, New York City, chemicals, dyestuffs, textile soaps and like products; and Federal Color & Chemical Co., Boston, dyestuffs, chemicals, soap and like products.

All the companies were cited to make answer before the commission in Washington, August 11.

The Federal Trade Commission has cited J. L. Quimby, New York City, dealing in lubricating oils, greases and like products under the name J. L. Quimby & Co., on charge of unfair competition in secretly giving presents and money to employees of his customers and prospective customers to influence the purchase of supplies. Quimby was cited to make answer before the commission in Washington, August 11.

WILL RESTRICT IMPORTATION OF GERMAN DYES.

The intention of the administration is to prohibit the importation of German dyes except such as are necessary, being practically impossible to make in this country.

The Council of National Defense has given out the following in its digest of reconstruction news:

"America's dependence upon Germany's chemical industries before war is pointed out in great detail in a census of chemical imports issued May 26 by Bureau of Foreign and Domestic Commerce, with co-operation of American Chemical Society. Purpose of bulletin is to show American manufacturers extent of domestic markets for various chemical lines that are now being manufactured in this country for first time. Shows that nearly \$45,000,000 worth of manufactured chemicals were imported into U. S. in 1914, not counting dyes. Of this total more than 40 per cent came from Germany, which was chief source of supply."

The Red Cross has shipped to France a lot of the makings for comfort kits, which include shaving soap, tooth paste, toilet soap, razors, etc., for distribution among the returning American soldiers. At Copenhagen the Red Cross is said to have a pyramid of soap and quantities of other articles like glycerine, surgical soaps, etc., for distribution in the relief work in eastern Europe.

The navy department bureau of supplies and accounts is on the market for quantities of alcohol, oils and greases for delivery to various navy yards.

A preliminary report has been made by T. R. H. Wright and George A. Bell on conditions affecting tallow and other meat and dairy products in the United Kingdom. Another report is by the Federal Trade Commission on domination by the packers of various branches of industry.

WAR BOOK ON SOAP, OILS, FATS, EXTRACTS, ETC.

Some day the story will be written of the supplying of Government war requirements of soap, oils, fats, extracts, etc. Material for it is being gathered by W. L. Pollard, chief of the Historical Branch of the Division of Purchase and Storage, War Department, who has sent out a circular letter and questionnaire to 30 soap concerns that had army contracts and also to many other concerns that contracted for supplying military needs for glycerine, alcohol, extracts, toilet articles and proprietary preparations and other products of the perfumery, cosmetic and related trades.

The information sought is intended for the confidential use of the Army War College in connection with plans for supplying the military forces of the nation in the event of a future emergency despite the League of Nations. At the same time some general ideas may be made public.

HEARINGS ON THE PROHIBITION BILLS AT WASHINGTON

In the prohibition bill as reported in the House at Washington one of the features was the elimination of the "non-potable" designation and use of the substitute phrase "unfit for use as an intoxicating beverage." In the section relating to flavoring extracts, the original language has been retained with the insertion of the word "intoxicating" before the word "beverage." The provisions for flavoring extracts, which have thus been discriminated against, are not satisfactory to the manufacturers of these goods, but it is believed that the Senate will agree to a modification of this feature, and that the House conferees will accept the Senate amendment.

Another concession, which is regarded as of great importance, is the incorporation of a new section in the bill, providing that "anyone who shall sell any of the exempted articles for beverage purposes, or who shall sell same under circumstances from which the seller might reasonably deduce the intention of the purchaser to use them for beverage purposes, shall be subject to the penalties provided in section 30 of this act." This provision will deter unscrupulous retailers from selling for beverage purposes either standard medicinal preparations, proprietary medicines, toilet articles or flavoring extracts which, because of their high alcoholic content, might attract degenerates or persons with ungovernable appetites.

It is obvious that the general use for beverage purposes of such legitimate alcoholic preparations as those referred to would have a very serious effect upon the industries producing them, as they would be assailed as beverage substitutes and possibly listed in accordance with the provisions of the House bill.

Members of the flavoring extract and soda water flavor industries do not agree with the Federal experts as to the effect of the law as amended Secretary Thomas E. Lamm of the Soda Water Flavor Association says:

"While flavoring extracts and soda water flavors are not suitable for beverage purposes and are not intended or designed to be used as alcoholic beverages they are nevertheless potable and are capable of being used as such beverages in the meaning of the law should either of the present bills pass. Each and every bill now pending would, if enacted in its present form, absolutely prohibit the manufacture and sale of all flavoring extracts, soda water flavors, medicinal preparations, etc., which now contain alcohol.

"The industry is at stake, and if action is not taken at once there is actual danger that the manufacturers may find themselves out of business as far as the manufacture of alcoholic flavoring extracts and soda water flavors are concerned."

The Senate Judiciary Committee has held a brief but exceedingly interesting series of hearings on prohibition legislation, having before it the so-called Nelson bill, which is an exact copy of the original Volstead measure. Among those who addressed the committee were William L. Crounse, representing the National Wholesale Druggists' Association and the Manufacturing Perfumers' Association; H. B. Thompson, representing the Proprietary Association; R. H. Bond, chairman of the Legislative Committee of the Flavoring Extracts Manufacturers' Association, and T. J. Hart and William Stone, speaking for the National Association of Retail Druggists.

In opening the hearing in behalf of the drug trade, Mr. Crounse stated that the National Wholesale Druggists' Association was on record with regard to the impending problem and quoted the resolutions adopted at the joint meeting of the Board of Control and the senior

council of this organization on April 25, 1919, in which the association announced that it "absolutely condemns and resents the offering for sale and distribution of all products or compounds which are represented as medicinal or proprietary articles, but which are in effect substitutes for intoxicating beverages," but "recognizing the necessity for the use of distilled spirits and wines for extraction and solution in the preservation of drugs in medicinal, pharmaceutical and similar compounds, directs the attention of law-making bodies to this necessity so that in considering prohibition measures, adequate and full provision will be made for the use of these necessary ingredients in manufacturing."

Mr. Crounse also placed on record the full text of a recent confidential bulletin sent out by the Manufacturing Perfumers' Association to its members and signed by its secretary, Walter Mueller, in part as follows:

"Replying to numerous communications received from members of the association by myself and other officers, I would say that the association is giving very careful attention to the prohibition legislation now pending in Congress and in the several State legislatures. We are in no way antagonizing this legislation, for the association as such is taking no part in the contest either for or against prohibition.

"As a national trade organization, we regard it as our duty to safeguard the interests of our members against ill-advised measures that would injure the manufacturers of certain legitimate articles in the production of which ethyl alcohol is necessarily used. We are following all legislative developments closely with a view to pointing out to the men charged with the responsibility for the proposed legislation all such provisions as might prove injurious to our interests. All users of alcohol for industrial purposes are likely to suffer some temporary inconvenience as the result of the adoption of a nation-wide prohibition of the consumption of beverage spirits; nevertheless, we believe that all the objects sought by the prohibition leaders can be attained without serious injury to our industry.

"We trust that our members will bear in mind the fact that we are not antagonizing the prohibition movement, and that we do not regard it as necessary to do so in order to safeguard our interests, which in no way depend upon the production or consumption of beverage spirits. The association's position in this respect should be kept before our members, who should take no independent steps in combating either Federal or State legislation which appears to be opposed to our interests without full consultation with your officers."

Mr. Crounse went into a discussion of the various kinds of alcohol before taking up the bill in detail and suggesting several modifications of certain of its features. Concerning the first section which defines intoxicating liquors, he said the people he represented did not care what was put into that category—within the general limitations of the language employed—provided the terms were absolutely clear "so that he who runs may read." Replying to questions by the chairman and other members of the sub-committee, Mr. Crounse pointed out that the bill as framed would be susceptible to the interpretation that it forbade the sale or manufacture of grape juice, root beer and other non-intoxicating soft drinks.

Referring to section 5 of the bill which defines articles exempted from its provisions, including drugs and medicines, both standard and proprietary, toilet articles, flavoring extracts, etc., Mr. Crounse said:

"Mr. Chairman, we have suggested an amendment on page 4, line 10, of the Senate bill, and I want to say that this amendment is concurred in by the drug and allied trades. It is the result of a conference that we had. We wish on page 4, line 10, to strike out the words 'non-potable and incapable of being used for beverage purposes,' and to insert in lieu thereof the words 'unfit for use as an intoxicating beverage.' We want to clarify that, and we believe that the qualifying term 'non-potable and incapable of being used for beverage purposes' would be ambiguous. We desire to strike out those words and insert the words 'unfit for use as an intoxicating beverage.'

age.' The qualifying term 'non-potable and incapable of being used for beverage purposes' certainly as applied to flavoring extracts and to some toilet articles, and probably to some medicinal preparations, would deprive many legitimate manufacturers of the protection to which they are entitled, and which the proposed law purports to give them. The term 'non-potable' has never been legally defined, and may be held to be anything which could be drunk by man, woman, or child, however degenerate, or whatever the consequences to life and health might be. The term 'incapable of being used for beverage purposes' is open to exactly the same objections. Furthermore, it is cumulative, following 'non-potable,' and is likely to be given some additional significance in any judicial decision that may be made. The employment of these phrases would mean constant litigation and many diverse court rulings in different jurisdictions. The amendment we suggest, namely, the phrase 'unfit for use as an intoxicating beverage,' would cure this defect. In addition, the language quoted is identical with that employed in section 10, line 18, title 2, in this bill, as applied to industrial alcohol."

PROVISIONS FOR LABELLING PERFUMES.

Taking up the provision of section 5, which requires that perfumery and toilet waters should be marked to show alcoholic content, Mr. Crounse told the committee that whatever the object sought to be gained by such marking, it would have a serious effect upon the industry and would increase rather than diminish the illegitimate use of such articles. In this connection he said:

"We think that the marking of perfumery and toilet waters to show the alcoholic content would serve no useful purpose, but, on the contrary, would induce the purchase of such articles by persons to obtain the alcohol in them in some way for beverage purposes. The regulations of the Treasury Department—and presumably the regulations of the Internal Revenue Bureau or the prohibition commissioner executing this law would contain the same provision—require that a manufacturer who applies for a permit to make any of these goods be obliged to furnish the alcoholic content of every one of the preparations, so that it is now a matter of public record, and it is not put on the bottle because that would be an invitation to a dishonest retail merchant to call his patrons' attention to these things. He would not even have to name them. He could take the purchaser up to the case and point to the alcoholic content of the different products and in that way advertise them as beverages for degenerates. Existing statutes require medicinal preparations only to show alcoholic content. This requirement was based on the fact that the manufacturers of such preparations were not required by any other law or regulations in force in 1906, when the pure food and drug law was enacted, to disclose the amount of alcoholic content, even for official records. Congress in its wisdom and in deference to the recommendations of government officials decided not to require flavoring extracts to be marked to show the alcoholic content, the reasons put forth being those that I have cited. The experts gave it as their opinion that flavoring extracts ought not to be required to show the alcoholic content. If it is thought there should be a record somewhere of the alcoholic content in these goods, I beg to remind you that under the regulations which govern applications for permits to produce them, the commissioner requires the alcoholic content of all preparations to be stated for official record, and the percentage thus disclosed, taken in connection with the other ingredients and the general character of the preparation, is the determining factor in ruling upon the application. We assume that the commissioner of prohibition, if one be appointed, would make a similar requirement."

FLAVORING EXTRACT ASSOCIATION'S CASE STATED

R. H. Bond, chairman of the Legislative Committee of the Flavoring Extract Manufacturers' Association of the United States, made a statement protesting against the use of the phrase "non-potable and incapable of being

used as a beverage" as limiting the exemptions provided for flavoring extracts. He said in part:

"These several bills, including the bill under discussion, all of which I have seen, contain the words 'potable and capable of being used for beverage purposes,' and either are equally objectionable to the interests that I represent and also in my judgment to the people of this country.

"Section 1 provides:

"That the word 'liquor' or the phrase 'intoxicating liquor' used in this Act shall be construed to include any distilled malt, spirituous, vinous, or fermented alcoholic liquor or liquors and compounds, whether medicated, proprietary, patented, or not, and by whatever name called, containing one-half of 1 per cent or more of alcohol by volume, which are potable or capable of being used as beverage."

"Are flavoring extracts potable? The definition of the word 'potable,' taken from Funk & Wagnall's Standard Dictionary, is 'Suitable for drinking; drinkable, said particularly of water, liquid, flowing.' Used as a noun, 'Something drinkable.' Drinkable means 'That may be drunk, or fit to be drunk'; 'Drink' means, 'Any liquid that may be taken into the stomach.'"

"Flavoring extracts are manufactured from essential oils, such as lemon oil, orange oil, etc., or from aromatic and odoriferous plants such as the vanilla bean, the tonka bean, etc. These extracts, according to the definition of the Agricultural Department, consist of a solution of these principles in ethyl alcohol, and the amount of alcohol necessary to hold those flavoring principles in solution varies with the extract.

"Now while it is true that the amount of flavoring ingredients contained in these extracts renders them disagreeable to the taste, and not suitable for general use as beverages, at the same time, they are not 'non-potable.' On the contrary, they are 'potable,' under the dictionary definition of the word 'potable' as set forth above.

"When the fact is considered that the ingredients of flavoring extracts are all wholesome ingredients, and must be pure and wholesome ingredients under the various food laws of the nation, it is easy to see that they are not 'non-potable,' so far as being unwholesome or dangerous to health, or productive of disturbances to the human system, is concerned. The only thing that stands in the way of their being 'potable' is their disagreeable taste when taken in a concentrated form and in quantity. The ordinary normal individual would not desire to drink flavoring extracts for intoxicating purposes, but that is beside the issue as to whether they are potable or not. Any ordinary individual might, by forcing himself to it, drink flavoring extracts without being injured or without suffering any serious inconvenience other than the disagreeableness of getting the extract into his stomach. If he drank too much, however, he might become seriously sick, but this would be in accordance with the personal idiosyncrasies of individuals.

"Now, are they capable of being used as beverages? It seems to us that the question as to whether flavoring extracts are 'capable of being used as beverages' or not is at once determined when the question as to whether they are 'potable' or not is determined. In other words, any product that is 'potable' under the dictionary term of 'potable' is at the same time capable of 'being used as a beverage.' As a matter of fact, the words 'capable of being used as a beverage' enlarge the meaning of the word 'potable,' and if anything includes a larger field of production than would be included by the word 'potable,' and evidently these words were so intended.

"There is no use in anyone trying to deceive themselves in regard to this matter as to whether or not flavoring extracts would be legal or illegal from the standpoint of potability or capability of being used as beverages, because the fact stands out clear and undisputable. Under those words or any similar words, flavoring extracts have to be classed as contraband, so that it is clear that under these words or any similar words in the ordinary acceptance of the term flavoring extracts and the products to which these gentlemen have referred would be potable."

FEDERAL BOARD URGES RESALE PRICE LAW AS NECESSITY

The Federal Trade Commission in a report to Congress on July 12 renewed its recommendation that manufacturers be permitted by law to fix and maintain resale prices, subject to review by a disinterested agency. The Commission says that such a law would remove present complexity in the business world, promote the efficiency of manufacturing and commercial institutions and serve the interest of the consuming public.

Under the Commission recommendation, manufacturers desiring to fix and maintain resale prices would file with an agency to be designated by Congress, descriptions of their articles, contracts of sale, and the price schedules to be maintained. The disinterested agency would be charged with the duty, "upon complaint of any dealer or consumer or other party at interest," to review the terms of contracts and prices.

The recommendations were based on these conclusions:

(1) That producers of identified goods should be protected in their intangible property right or good-will through years of fair dealing and of sustained quality of created merchandise;

(2) That the unlimited power both to fix and to enforce and maintain resale prices may not be made lawful with safety; and

(3) That unrestrained price-cutting is not in the public interest, and tends, in the long run, to impair, if not destroy, the production and distribution of articles desirable to the public.

"There must be a common ground," the Commission said, wherein the rights of producer, purveyor and consumer may each be fully secured and equity done to all. This search for such a ground has been a task of the Commission.

"The Supreme Court has made it clear that, in the present state of the law, the maintenance of a resale price by the producer is a restraint of trade and is unlawful.

"Such being the judgment of the Supreme Court, the Federal Trade Commission has enforced the law, even though it may have appeared to operate inequitably in some cases. In its enforcement of this rule, the Commission has been mindful that the cutting of a recognized resale price on well established and identified articles has been, at times, indulged in for unfair trade purposes. When so unfairly used, such price cutting is attempted to be cloaked as lawful competition and justified by the Supreme Court decisions.

"Thus, both price maintenance, and price cutting under certain conditions, are found to be unfair and business men are perplexed. It is with the desire that this perplexity may be terminated that the Commission addresses the Congress.

"It is urged, and, the Commission believes, with reason, that it would be unwise to vest with the manufacturers of articles the right, without check or review, both to fix and to compel the maintenance of resale prices. It is true that business practice inclines producers to fix the lowest possible retail price in order to secure the greatest possible sale of their product, but in the complex commercial organism functioning between the production of an article and its final sale, for actual consumption, both the wholesale and retail merchant are entitled to just compensation for useful service performed.

It is similarly urged, that manufacturers should be protected in their good will created by years of fair dealing and of sustained quality of merchandise.

"The consuming public does not enjoy benefits by unfair

price cutting to compensate it for the injuries following demoralization caused by price cutting. This for the reason that, in the long run, unrestrained price cutting tends to impair, if not to destroy, the production and distribution of articles desirable to the public.

"Bills now pending before Congress may well be made to meet the difficulties of the situation if amended to provide for a review of the terms of resale contracts and a revision of resale prices, by a disinterested agency.

"Such legislation would seem to be in accord with the spirit of the times in that it is designed, by removing this perplexity, to promote the efficiency of manufacturing and commercial institutions and so to serve the interest of the consuming public.

"It might also be urged that when price maintenance is approached from the standpoint of an unfair method of competition, regard must be had to its effect when employed by many manufacturers rather than when employed by one, and that in this view it results in the elimination of price competition in the distribution of a vast and constantly increasing number of commodities of common necessity.

"On the other hand, if the effect of the Colgate decision be to legalize the fixing and the enforcement of the maintenance of resale prices other than by contract, the desirability of the enacting of legislation recommended by the Commission becomes even more apparent. In the Commission's previous report it was stated that the unlimited power both to fix and enforce the maintenance of resale prices may not be made lawful with safety to the public. The interest of the consuming public in the enacting of such legislation is therefore more vital at this time than when recommendation was previously made."

The report is signed by William B. Colver, John Franklin Fort, Victor Murdock and Huston Thompson, Commissioners.

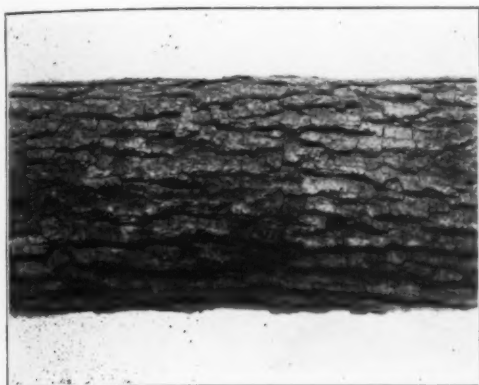
FALSE SANDALWOOD OIL.

The Minister for Public Health for Austria issued recently a warning against the use of the so-called West Indian sandalwood oil, which, he states, is not suitable as a substitute for the true sandalwood oil, as he says it contains irritant terpenes which have a dangerous secondary effect. It will be of interest to recall the history of this oil. A plant in the West Indies, botanically described, was found to yield an essential oil on distillation, which had an odor somewhat similar to that of true sandalwood oil. It was termed "West Indian sandalwood oil." An entirely false sandalwood oil acquired the name of its genuine forerunner, and unscrupulous and ignorant persons in England, as well as in other countries, commenced to buy it at half the price of the true oil, and use and sell it as "foreign sandalwood oil," implying that it was the genuine oil, distilled abroad. Energetic representations, coupled in certain directions with threats of prosecution, stopped the illicit use and sale of this oil, which became diverted almost entirely to perfumery purposes, for which it could be legitimately used. Subsequent botanical investigation showed that the plant from which it was obtained was one of the Rutaceæ, and the plant was deprived of its false patronymic and re-labelled "Amyris balsamifera." It cannot be too strongly urged upon users of essential oils that the words "sandalwood oil" as applied to this essential oil are a misnomer, and the oil should never have been so described at all.—*Oil and Color Trades Journal*.

AMERICAN LIQUID STYRAX

By F. E. WATERMEYER

High up in the mountains of Honduras in Central America are vast forests of the species *Liquidambar styraciflua* L., called the American Styrax or Storax tree, its valuable secretions being known among the Mexicans and Creoles as Copalme. The accompanying pictures illustrate a section of the trunk of one of these trees from eight to ten years old, also the leaves, which are three-pointed while young and five-pointed when matured. The leaf color changes according to the season, in Winter being pronouncedly green and in Summer of purple hue. As the tree blooms only in Winter, it was impossible to include the flowers, as these specimens were collected in the Summer.



LIQUIDAMBAR STYRACIFLUA, LINNAEUS.
BARK, ONE-THIRD NATURAL SIZE.

Shortly after the discovery of America, the fragrant balsam of the American Styrax tree became celebrated throughout Europe. Its praises were sung by Monardes, and it was used as a source of supply by the Old World for perfume, incense, ointment and medicine. Whole shiploads were sent from Mexico to Spain and so widely was it used that early writings state that the odor permeated the atmosphere of whole towns and villages. Its use has declined considerably during the past century, possibly owing to the difficulty experienced in its collection and to the wider distribution of manufactured perfumes.

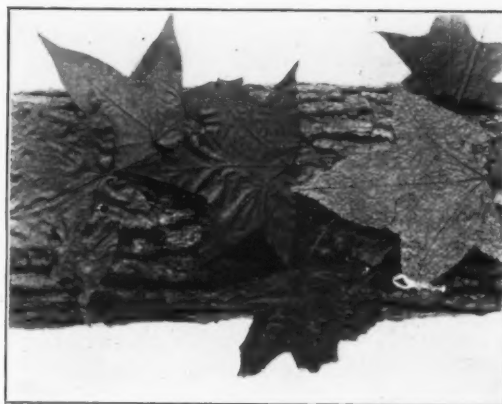
For many years now its Old World prototype, Liquid Gum Styrax of Asiatic origin, from *Liquidambar orientalis* L., has formed the chief source of supply for the entire world. With the beginning of the World War and accompanying scarcity of imported materials, it became exceedingly scarce and a large portion of the supplies that found their way to these shores were of inferior quality, having been deprived of some of their natural aromatic constituents. As the balsam is a valuable perfume material for soaps as well as toilet preparations in general and is an important ingredient of many pharmaceutical preparations, it became necessary to turn to our own resources for a future supply.

Although this tree is widely distributed throughout our Southern States and its product, the so-called "sweet gum," has been long and favorably known, the scarcity and high cost of labor during the past four years made it impossible to utilize this source except for small and un-

important parcels. In Honduras, however, were found present all those conditions of labor and adequate natural resources most favorable to the collection of the balsam on a large scale and it is from this source, therefore, that our domestic manufacturers have indirectly obtained their supplies of the American gum for the past three or four years.

Unfortunately, these Honduran forests are exceedingly difficult of access, and the difficulties attendant upon the collection of the gum is so great that only the poorest natives can be induced to engage in the enterprise. The cost, accordingly, is somewhat higher than formerly prevailed for the Asiatic grade, but consolation exists in the fact that this product of our own continent is richer in aromatic constituents and, in general, superior in quality to any offered here prior to the war.

On the section of bark illustrated is seen a slight excrescence which, in time, develops into a pocket in which the balsam is secreted. When these pockets are located near the base it is unnecessary to destroy the tree; but many are high up, in which case the tree must be felled. The laborers generally work in groups of four and a full day is frequently required to bring down one well matured tree. On an average, not more than one tree in each one hundred square yards will be found worthy of attention, the others not containing balsam, due to age or other con-



LIQUIDAMBAR STYRACIFLUA, LINNAEUS.
BARK AND LEAVES, ONE-THIRD NATURAL SIZE.

ditions of growth. The balsam-bearing tree is easily recognized by the excrescence above mentioned, but it requires an expert in the business to judge from the outward appearance if the pocket actually has any balsam in it. The pockets contain from one to four bottles, the bottles holding about 2 pounds each.

Once the tree is felled, a cut is made in the excrescence and, as in the collection of the sap of the rubber tree, a small gutter inserted, the free end leading into a container. The liquid is thick and flows slowly. When the container is filled the contents are emptied into a larger one generally with a capacity of about 25 bottles or 50 pounds.

The most difficult part of the operation is now to get the balsam out to civilization and this can only be accomplished by transporting these 50 pound containers on the shoul-

ders of the natives. Frequently they must be carried ten to twelve miles before a point is reached where the remainder of the journey can be made on muleback. The country thereabout is primitive, of rugged topography, no roads exist; and violent and sudden rain storms add to the dangers and difficulties of those engaged in the enterprise. Not infrequently a mule with native and Sty-rax goes to destruction over a precipice, entailing considerable financial loss upon the manager of the expedition. In general, it may be correctly said that the collection of this balsam forms about the hardest task the natives are ever called upon to perform.

Unfortunately, the trees which have been felled represent an economic loss, as there is no way of utilizing the lumber at its source nor bringing it down to civilization. As yet, no attempt has been made at reforestation, and since centuries are required to produce the deposits it is conceivable that the supply will eventually become exhausted unless new sources are discovered.

While Asiatic Sty-rax may again be freely available with the resumption of normal conditions of import, so much more valuable has the American product proved that

for some purposes it will probably continue to be preferred and should be an important factor at least in forcing the exporter of the Asiatic gum to maintain a better uniform quality than in the past. The following is an analysis of an average sample of the American Liquid Sty-rax:

Incineration residue	Traces only.
Purified Balsam	85%
Saponification number of Purified Balsam....	179
Acid number	41

It will be noted that the content of Cinnamic Acid is abnormally low, which indicates a correspondingly higher content of natural aromatic constituents, since the acid is a product of decomposition at the expense of those ingredients upon which the value of the balsam primarily depends. While the American product is not official, its higher quality has earned for it at least a place alongside of, and a title equal to, that of the Asiatic product, and it will serve, moreover, to make the American consumer independent of a foreign source of supply should similar chaotic conditions ever again confront us.

LABORATORY OF FRITZSCHE BROTHERS, INC.
New York, May, 1919.

COSMETIC PREPARATIONS

By Dr. F. A. MARSEK

(Continued from page 126, June, 1919.)

In previous installments of this article the chemistry of the different ingredients employed in the manufacture of cold cream has been given, and the chemical composition and the properties of the ingredients used in the making of the creams which we are herewith discussing will be given later. As a further aid for the understanding of the problems involved in the manufacture of emulsified creams the chemistry of the simplest type of them; that is, of ordinary cold cream, will be given later. The chemist with technical training with their aid will be able to reach a clear understanding of the theory of composing formulæ for these emulsified creams which are balanced to perfection, while the untrained manufacturer of such products would profit comparatively little by even a detailed description of these theories, as the application of them is different with each different ingredient used; that is, f. i. two different grades of beeswax may be required in different proportions to be incorporated with otherwise the same materials in order to accomplish the production of an exactly correct balanced cream formula.

The proper method of changing the composition of a given formula to meet certain requirements is, of course, a problem almost as difficult as to compose a new formula, and to give general rules applicable in all cases is also here next to impossible. However, the following example may give an idea:

Say, for instance, a formula is given which calls for the following ingredients:

a. Petrolatum	20%	f. Cocoa butter	6%
b. Mineral Oil	12%	g. Beeswax	16%
c. Lard	5%	h. Paraffin	1.2%
d. Peach Kernel Oil	3%	i. Water	30%
e. Lanoline Anh. ...	6%	m. Borax	0.8%

It must be borne in mind that I do not claim this formula will produce a satisfactory cream, but that I am merely trying to illustrate on a given example the changes

necessary, or possible, to meet certain requirements, and wish to use in this example as many ingredients as possible for a better illustration, while doubtlessly for a commercial article it would be impracticable to use such a variety of ingredients, as the same results can be obtained with fewer constituents.

Now, for instance, this formula may be corrected as to the following faults found with it in the manner as indicated:

(a) *The cream does not emulsify completely:*

Any one of the following corrections may remedy the fault:

Increase the borax.

Increase the beeswax and deduct the amount from a or h.

Reduce the cocoa butter and increase instead g.

Substitute g for h entirely or in part.

Reduce a and increase e or reduce b and increase d.

(b) *The cream is too stiff:*

Substitute partly b for a.

Reduce e and increase d, or reduce c and increase d.

Substitute g for h.

Increase slightly m.

Reduce f and increase e or g.

A possible cause for excessive stiffness of the cream may be an incomplete emulsification, in which case any of the corrections given under (a) may be tried.

(c) *The cream is too soft:*

Reduce b and increase a.

Increase h and reduce a or b.

Reduce d and increase e.

Decrease m.

Increase g and reduce c, d or e.

Substitute a, b or c partly or entirely for c, if emulsification permits this; otherwise, substitute for it e, f or g.

If the emulsification takes place too easily, which may result in a too soft cream the reverse that is given under (a) will correct this fault.

(d) *The cream shows small crystals on the surface after standing:*

These crystals may be borax or a constituent of the fatty ingredients.

In the first case reduce the borax to its minimum.

In the second case the fault lays in the emulsification being either insufficiently or too easily emulsified. Remedy according to (a), or the opposite, respectively.

(e) *The surface is dull or the inside is lacking its gloss:*

Emulsification is at fault; remedy as specified under (a). The cream is too stiff; remedy as given under (b).

Manipulation is at fault; (directions given further below).

Jars were too cold or the working room is insufficiently heated.

The cream is poured too hot.

It may be said in this place that any cream, even if perfect in its composition, will lose its gloss on exposure to excessive cold. However, this gloss will in case of a properly made cream come back when it is placed back in a warm room.

(f) *The cream separates on standing:*

The emulsion is incomplete; remedy as directed under (a).

An excess of water has failed to assimilate.

(g) *The cream shrinks in the jar:*

The emulsification is incomplete; apply rules given under (a).

Manipulation is at fault.

More water is incorporated than the ingredients can hold in emulsion strongly enough to permit only a very slight evaporation. However, all creams of this type shrink if exposed, the better the emulsion; that is, the better balanced the formula the less will be the shrinkage.

(h) *The cream turns yellow or brown on the surface or exposed parts in general:*

As indicated in an earlier part of this article the reason is the evaporation of the water in a cream which has not an entirely colorless oil base. This is the case with any cream containing petrolatum other than white (amber or cream white), yellow beeswax, lanoline, more than a very small amount of peach kernel oil or almond oil, cocoa butter, or if the white beeswax used is not sufficiently bleached. This latter effect may not appear immediately after purchasing the wax, but will show on allowing the wax to be exposed for a length of time, when it will turn yellowish.

(i) *The cream turns rancid quickly:*

An excess of lard has been used. Use less of it or bezoinate the lard before using.

An excess of peach kernel oil was used which was not perfectly fresh.

The cocoa butter was not fresh. However, it may be said that a cream composed similar to the cream given as an example here will scarcely turn rancid, as the large amount of mineral matter and the borax will aid in the preservation.

It is an erroneous but frequently expressed opinion that the addition of lanoline renders the cream more prone to become rancid.

It further may be pointed out that a cream which is perfectly balanced in its ingredients and thus completely emulsified will have little tendency to become rancid even if there is a considerable percentage of such ingredients

present which in themselves have a tendency to become rancid.

The list of possible faults with creams of this type which are mentioned here does not exhaust all of the possibilities which may occur and trouble the cream maker, but these are the most common. While giving different faults and various remedies for each of them there may be, in peculiar cases, other corrections possible or more advisable than are given here. To determine this, as well as to determine which of the mentioned possibilities the cream maker is dealing with in his particular case, must be left to his intelligence. Fixed rules, as already stated, cannot be given unless we should take into consideration for each rule a score of exceptions which would make the rule itself appear of doubtful value.

Once more I will have to refer back to the example formula just given in order to try to illustrate the way the formula ought to be changed if one or more of the ingredients should be left out entirely. To do this we will have to assume three possibilities, namely:

1. The formula is perfect in its balance of ingredients; that is, it produces a perfect emulsion without forming more soap than necessary to bind the unsaponifiable constituents.

2. The cream produced according to this formula is very nearly but yet not perfectly emulsified, and

3. The constituents of the cream form more soap than necessary to bind the remaining ingredients.

In case we wish to do away with the 5 per cent. of lard the product contains: We will in case (1) use instead of it about $\frac{1}{2}$ per cent. beeswax, 2 per cent. peach kernel oil, and $2\frac{1}{2}$ per cent. lanoline. In case (2) we will use 1 per cent. beeswax, 3 per cent. peach kernel oil and 2 per cent. lanoline. In case (3) we will substitute for it petrolatum, say, 4 per cent., and lanoline 1 per cent.

In case we wish to omit the peach kernel oil we would work in the same way, putting the lard in place of the peach kernel oil in above percentages. Thus in case (1) $\frac{1}{2}$ per cent. beeswax, 2 per cent. lard and $2\frac{1}{2}$ per cent. lanoline, etc. At the same time, to get the same consistency, we would substitute 3 per cent. of mineral oil for the same amount of petrolatum.

If we desire to omit the cocoa butter we would in place of its 6 per cent. use in case (1) 2 per cent. beeswax, 2 per cent. paraffin and 2 per cent. lanoline; in case (2) 3 per cent. beeswax, 2 per cent. lanoline and 1 per cent. paraffine, while in case (3) we may use 1 per cent. beeswax, 1 per cent. lanoline, 2 per cent. paraffine and 2 per cent. petrolatum.

This will suffice to show that the principal idea is to obtain in case (1) a saponification value and at the same time a consistency and emulsifying power of the substitutes in total which equals as near as possible that of the substance to be substituted. In case (2) one which is slightly higher than that of the substituted product while having the same consistency, and finally in case (3) to obtain a mixture of substitutes which is lower in its saponification value or emulsifying power respectively, but again having about the same consistency. This, of course, is stated very generally and may not be true in every case, but nevertheless illustrates the principle. It may further be said that the foregoing figures represent merely a rough guess and are not established by theoretical calculation, nor by experimentation. They are intended merely to give an

idea of the principle of substitution in a blanket formula.

The working directions for this kind of cream are in their principle similar to those given previously for cold cream. One of the chief requirements here again is the observance of a proper temperature. In melting the waxes care should be taken to avoid a temperature higher than 75 per cent. at the most. If cocoa butter is one of the constituents it is advisable to keep the temperature at all times below 65° C. This can be accomplished easily by adding the cocoa butter when all the other waxes, etc., are melted and the source of heat supply has been shut off. Cocoa butter, having a lower melting point than any of the other waxes used, will thus easily melt without application of heat.

The temperature for the mixing of the water with the oily base is somewhat dependent upon the stiffness of the cream and upon the ingredients used. However, the fatty mixture should not be higher than 60° C., and the water not higher than 70° C. If the cream to be produced is to be of very soft consistency and emulsify with ease the temperature of the water as well as of the fatty mixture may be slightly lower than the temperatures just named.

One of the principal factors in producing a nice cream is to fill out the cream into jars at the lowest possible tem-

perature. The thermometer would be of little value for determining the temperature suitable for filling out the cream, as, firstly, this temperature is varying with the consistency of the finished cream; that is, whether it is a stiff or a soft cream, and, further, it is difficult to measure correctly the temperature of a substance as thick as such a cream should be when ready to be filled out. Thus the proper judgment as to this must be learned by experience in preparing the particular cream in question.

Finally, one of the very important factors in the production of these creams is the stirring. The more and the longer stirred, the better the cream. In all circumstances the agitation should be maintained from the moment the water is introduced until the cream is transferred into its final containers. The best results are obtained if the cream is stirred until very thick, too thick to be filled out, and then re-heated at the lowest possible temperature. This, of course, takes time and therefore is not always feasible.

Of course, it is understood that the application of direct fire during any state of the process of the manufacture of emulsified creams must be avoided. A water bath should be used where steam-jacketed kettles are not available.

(To be continued.)

TRADE-MARK DECISION ON GEOGRAPHICAL NAMES

EX PARTE SAMUEL CABOT, INC.

Decided June 2, 1919.

TRADE-MARKS—"OLD VIRGINIA" GEOGRAPHICAL.
The term "Old Virginia" is geographical, and therefore not registrable as a trade-mark.
ON APPEAL.

TRADE-MARK FOR PAINTS, COATING, TINTS, ETC.

Mr. Ellis Spear, Jr., for the applicant.

NEWTON, Commissioner:

This is an appeal from the decision of the Examiner of Trade-Marks refusing to register "Old Virginia," for paints and stains, on the ground that "Old Virginia" is geographical, it being the well known designation of the State of Virginia, the Examiner calling attention, further, to the fact that "Old Virginia" is applied to that State to distinguish it from West Virginia, which was cut off from Virginia.

Applicant contends, in effect, that the statute only provides for the rejection of marks consisting of words that are "merely" geographical and that "Old Virginia" stains, etc., has a fanciful significance in that it conveys the idea of white wash on old plantation houses of Virginia in antebellum days, which had a softness of tone which has become traditional in the South, and that is the sense in which this term would ordinarily be construed, and cites the allowance of such words as "Gibraltar," "Aurora," etc.

I am inclined to think that the Examiner was right. The geographical significance of "Old Virginia" is the prominent dominating idea conveyed by those words. The words may convey shades of meaning different from the geographical; but they are too indistinct to seriously consider or to form the basis of an allowance. They are not so fanciful as was "Columbia" in the celebrated case of *Columbia Mill Co. v. Alcorn et al.*, (65 O. G., 1916; 150 U. S., 450.) In that case "Columbia" was not the ordinary name for the United States and might very well have been said to be fanciful, but was held geographical by the Court because the dominating prominent meaning was geographical.

In *ex parte A. S. Boyle Company* (124 MS. Dec., 282) "Old English" was held to be geographical, and in *ex parte Wm. T. Mullikin Co., Inc.* (128 MS. Dec.) "Old Dominion" was held geographical.

Following these decisions, the decision of the Examiner is affirmed.

EX PARTE MANGAN & CO.

TRADE-MARK—"HAIRFOREVER," FOR A HAIR-TONIC—NOT DESCRIPTIVE.

Decided May 10, 1919.

The term "Hairforever," used as a trade-mark for a hair-tonic. Held not descriptive, since the exclusive use of this word would not take away from the public any word which it would need in describing a hair-tonic.

ON APPEAL.

TRADE-MARK FOR HAIR-TONIC.

Mr. James H. Griffin for the applicants.

NEWTON, Commissioner:

This is an appeal from the decision of the Examiner of Trade-Marks refusing to register "Hairforever" as a trade-mark for hair-tonic, on the ground that the word indicates the effect of the use of the tonic, citing *ex parte George D. Krusen & Son*, (129 MS. Dec., 16,) holding "No Hair" not registrable for a depilatory preparation, and *ex parte Reilly* (114 MS. Dec., 330,) holding "Everlasting," for dyes, unregistrable.

Applicant replies by citing "Footcase," for an instep-supporter, (115 MS. Dec., 248); "Holeproof," for hosiery, (190 Fed. Rep., 606,) etc., and points out that even though "Hairforever" is suggestive it is such an exaggeration that it loses its descriptive properties, if it ever had any.

Applying the decision in *ex parte Boyce et al.*, (199 O. G., 617) to this case, it is held—

the exclusive use of this word leaves open to everybody else all words useful in describing any quality or property pertaining to this particular class of goods.

It is inconceivable that any one would attempt to describe any quality or composition of hair-tonic by the word "Hairforever," and it is not believed that the exclusive use of "Hairforever" will take away from the public any word which it would need or could use in describing its hair-tonic, and for this reason the word may be registered, and the decision of the Examiner of Trade-Marks is reversed.

"Wonderful Stride" Made by The American Perfumer.
(Andrew Jergens Co., Soaps, Perfumes, etc., Cincinnati, O.)

We enjoy reading THE AMERICAN PERFUMER very much and the Soap Section in particular. Your publication has taken a wonderful stride in the last few years. We hope future numbers of THE AMERICAN PERFUMER will be kept up with today's standard. We wish you the success which you deserve.

HOW OUR READERS GOT GERMAN NEWS DURING THE WAR

We have had many inquiries regarding articles we have published in the last two years which were translated from current German chemical journals. These inquiries, mostly friendly, were prompted by the fact that apparently no other persons in the United States were in receipt of enemy journals of any character. Now that the war is ended with victory over the Central Empires and their allies, it may not be amiss that we lift the curtain and let our readers know just how we have been able to maintain the high character of our service even during the difficult war period despite the opposition of our War Trade Board.

In the first place it will be generally conceded that information regarding the enemy's industrial efforts would be of interest and value to our readers, and especially his efforts in connection with fats, oils, soaps, etc., inasmuch as they were conducted under great difficulties.

In April, 1916, all enemy publications that we and other publishers had been accustomed to receiving were suddenly cut off. We set about to find out whether there was any method by which we could arrange to continue to get these papers, but apparently every avenue was closed. In view of the fact that the Allied governments had stopped the transmission of all enemy journals, it occurred to us that they were the only ones who could give permission that those journals might come through again; and as nothing would be lost by making an appeal, we decided to make it. The following letters explain the situation so clearly and show how simple the matter really became when it was properly undertaken, that we think our readers will be very much interested, and that others, who during this whole time have been equally desirous of obtaining these and similar journals, will be edified:

NEW YORK, May 22, 1917.

British Embassy, Washington, D. C.,

Sir:—We have learned from publishing friends in England, that their translators have obtained a permit which enables them to receive certain German technical journals.

Would it be possible for us to arrange to have certain German journals, viz., *Seifensieder Zeitung*, *Deutsche Parfumerie Zeitung*, and *Seifenfabrikant* passed through to us? If this is not feasible, could we arrange to have certain translators in London send to us the translations of certain articles in these papers?

The *Oil and Color Trade Journal* of London, for instance, receives some of these papers and publishes translations of some of the articles; so we should imagine that it will not be impossible to secure favorable action on our request. Respectfully,

PERFUMER PUB. CO.

BRITISH EMBASSY, Washington, May 23, 1917.

GENTLEMEN:—In reply to your letter of May 22 regarding your desire to obtain certain German technical publications or the translations of articles therefrom, I am directed by the Ambassador to suggest that you should communicate with the United States Consul General in London and request him to submit your application to the proper authorities there.

I am, Gentlemen, your obedient servant,

(Signed) D. G. OSBORNE, Secretary.

The Perfumer Publishing Co., 80 Maiden Lane, New York City.

AMERICAN CONSULAR SERVICE, 18 Cavendish Square,

LONDON, W. I., June 18, 1917.

The American Perfumer and Essential Oil Review,
80 Maiden Lane, New York City, N. Y., U. S. A.

GENTLEMEN:—I am in receipt of your letter of May 24 inquiring how you should proceed in order to obtain certain German technical journals and translations of articles from such journals without conflicting with British censorship regulations. I have made inquiries and have learned that in all probability you can obtain the particular periodicals which you desire through H. M. Stationery Office, Prince's Street, Westminster, S. W. (1), this institution having certain facilities not necessary to discuss in detail at present.

Please let me know if I can assist you further in your efforts.

Very respectfully yours,

(Signed) R. P. SKINNER, Amer. Con. Gen.

NEW YORK, July 16, 1917,

H. M. Stationery Office, Prince's Street, Westminster, S. W. (1).

GENTLEMEN:—We are advised by the American Consul General that it may be possible to obtain through your office copies of the German technical periodicals mentioned below.

We should be very glad indeed to receive these journals through your good offices, and the requisite arrangements for payment can be made through our friends, W. J. Bush & Co., Ltd., Ash Grove, Hackney, N. E.

Trusting to have your favorable reply, we are with heartfelt wishes for our early success in the war, yours very truly,

PERFUMER PUBLISHING CO.

Seifensieder, Zeitung.

Deutsche Parfumerie Zeitung.

**Der Seifenfabrikant.*

**Chemiker Zeitung.*

**Zeitschrift für Angewandte Chemie.*

Zeitung für Nahrungs und Gesundheits Amen.

Chem. Rev. für Fett. Oehl u. Harz, Ind.

H. M. STATIONERY OFFICE, Strand House,

Portugal Street, W. C. 2, London, 28th August, 1917.

The Perfumer Publishing Co., 80 Maiden Lane, New York.

GENTLEMEN:—I have to acknowledge the receipt of your letter of the 14th (16) instant.

Two of the German periodicals you require have already been ordered by us for you from abroad in accordance with the terms of your previous letter and the license granted on your behalf by the Board of Trade to Messrs. W. J. Bush & Co., Ltd., of Hackney.

I am forwarding them your letter today and instructing them to apply for a further license for the remaining journals you require as we are not authorized to order any enemy publications without the Board of Trade's license. As soon as this comes to hand the order shall be placed and the periodicals forwarded to you as we receive them.

Yours faithfully,

(Signed) M. HATTEN.

ENGINEERING SOCIETIES LIBRARY,

29 West Thirty-Ninth St., New York, Oct. 4, 1918

Editor American Perfumer and Essential Oil Review,
New York,

DEAR SIR:—I am sure that you will be interested to know that we have finally succeeded in obtaining some of the current German technical journals which are needed in our Library. In view of your past courtesy in giving us *Zeitschrift für Angewandte Chemie*, *Der Seifenfabrikant* and *Chemiker Zeitung*, which you have secured through official channels, I am sure that you will be pleased to know that we now receive other journals as well.

Thanking you for your co-operation, yours very truly,
HARRISON W. CRAVER, Director.

*These journals were received by us ultimately.



Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President F. P. Beers, Attorney T. E. Lannen, and other officers and committeemen of the association have been very busy in the last month looking out for the interests of the manufacturers both at Washington and in the legislatures which still are in session. The situation in Congress has been particularly harassing and has required an enormous amount of work. The results in the House speak for themselves, but there is more work to be done in the Senate. The outlook seems to be bright. In our Washington correspondence will be found much matter of interest in this connection.

The usual reports have been issued and the members have been kept informed of the progress made. In this connection it is worth noting that Chairman Bond of the Legislative Committee has been indefatigable in his efforts to sway the solons at Washington into the right path so far as this industry is concerned.

One of the members in St. Louis recently wrote to Congressman Andrew J. Volstead, chairman of the House Judiciary Committee, about the alcohol question and received the following reply through Congressman J. W. Alexander:

"The contention that the prohibition bill would prohibit the use of alcohol in the manufacture of flavoring extracts has no foundation; the bill expressly authorizes its use for that purpose and for other commercial purposes about which the company asks.

"A propaganda is circulating which is based upon misinformation as to the actual facts. The bill has been submitted to the Commissioner of Internal Revenue, who has had charge of making these alterations and who, under the bill, would continue to have charge of them. I am assured that no change will be made in the regulations of the use of alcohol commercially because of the enactment of the bill into a law. The inclusion of the proviso in the bill would absolutely destroy its life. If the proviso were included, 'medicine' would be made from whiskey masquerading under the name of flavoring extract."

SODA WATER FLAVORS MANUFACTURERS.

W. F. Meyer, of St. Louis, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have been very active this month in looking out for the interests of the members at Washington and elsewhere. Secretary Lannen has collected much information about the bills pending in all of the legislatures, and has transmitted it promptly to the members, giving bulletins regarding the progress of bills and pointing out their good or bad features. Full particulars of the association's efforts in Congress are given in our Washington correspondence.

THE ADULTERATION OF COUMARIN.

La Parfumerie Moderne publishes an article dealing with the adulteration of coumarin, and the testing of adulterated samples. A number of commercial specimens have been found which contained up to 50 per cent of terpin hydrate, an adulterant already found and commented upon by J. C. Umney. If such samples be heated with 20 per cent sulphuric acid the odor of terpineol is readily observed. To detect the adulterant with certainty, it is best to extract the coumarin with ether, when its melting point should be about 67 deg., the insoluble terpin hydrate melting at 116-117 deg. or thereabouts, according to its degree of purity.

Acetanilide is also found as an adulterant of coumarin. Among the tests for the detection of this are the well known phenylisocyanate test, and a useful method is the following: Boil 0.1 gram with 2 cc. of hydrochloric acid, and separate into two portions. To one of these add 3 drops of a solution of chloride of lime (0.5 per cent), carefully running the solution in so as to form a layer on top of the other liquid. In the presence of acetanilide a blue ring will be formed. To the second portion add a drop of solution of potassium permanganate. If acetanilide is present in appreciable quantity a green color results.

One of the best methods for the estimation of coumarin is that devised by Obermeyer, which is carried out in the following manner: From one to ten grams of the mixed substance to be examined, according to the estimated amount present, is extracted with ether, until nothing more is dissolved. The ethereal solution is then evaporated in a flask of 500 cc. capacity, and the ether completely removed. About 300 cc. of a 30 per cent solution of calcium chloride in water is then added, and the mixture carefully distilled. The distillate is then diluted with water to 500 cc., and an aliquot part, estimated to contain about 0.05 gram of coumarin, is treated with 50 cc. of a solution of zinc sulphate (20 per cent) in water. From 20 to 50 cc. of potassium permanganate solution (decinormal strength) is now added, excess being assured by the color, the mixture is boiled for about ten minutes, and then filtered through an asbestos filter. The precipitate is repeatedly washed with hot water, and the filtrate containing the excess of potassium permanganate is then titrated with decinormal solution of oxalic acid. It requires 43 cc. of decinormal permanganate solution to oxidize 0.1 gram of coumarin, but as the result is a little below the theoretical it should be multiplied by 1.048.

This interesting paper concludes with data in regard to the solubility of coumarin in various dilutions of alcohol, which are given as follows:

100 parts	90 p.c. alcohol	dissolves	13.7 parts	coumarin
100	70	"	9.1	"
100	60	"	6.0	"
100	20	"	0.4	"

while 100 parts of water will dissolve only 0.18 part of coumarin at 16 deg.

INTERPRETATION OF SOFT DRINKS TAX

The Bureau of Internal Revenue has ruled that the soft drinks tax imposed under Section 628 of the Revenue Act of 1918 is upon beverages suitable for consumption sold by the manufacturer in bottles or other closed containers, and is to be paid by the manufacturer, producer or bottler. Syrups and extracts put up in bottles or other closed containers in a form suitable for sale at retail, which can be converted into a beverage by the consumer merely adding water or water and sweetening, thus making them available for immediate consumption as a beverage, and which are advertised and held out as adaptable for such use, are taxable when sold by the manufacturer. When such beverages are served at soda fountains or other soft drink dispensaries directly from the closed container upon which the manufacturer has already paid the tax imposed under Section 628 of the Act, they are not again taxable.

If, however, any of the drinks or beverages herein mentioned are compounded or mixed with carbonated water, flavors, or other ingredients at the fountain, they are considered to be a re-manufactured beverage and subject to the tax imposed under Section 630 of the Revenue Act of 1918.

Carbonated water is not considered subject to the tax under Section 628 of the Revenue Act of 1918 when sold at wholesale to owners of soda fountains or other soft drink dispensaries, solely for use in further manufacture of soft drinks, and not for use directly as a beverage.

PENNSYLVANIA'S BRANDING LAW.

Commissioner James Foust, of Pennsylvania, sends us a copy of the act of March 11, 1909, relating to non-alcoholic drinks, together with a copy of the act of June 16, 1919, amending section four of the previous act so far as it relates to branding.

Commissioner Foust explains that the only change in the amended act recognizes or permits a cap label on products complying with the law, when the cap is labeled "Compound," "Imitation," "Artificial" or "Blend," as the case may be.

Vanilla Crop of Seychelles for 1918.

Consul Carter reports from Tananarive, Madagascar, that according to information received, the vanilla crop of the Seychelles for 1918 was estimated at 19,000 pounds.

Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.

American Perfumer Welcomed in Soap Circles.

(From James V. Reed, manager sales department, the J. B. Williams Soap Co., New York office.)

We don't know of a trade journal that we take so much pleasure in renewing our subscription to as THE PERFUMER. It is one of the best we receive; in fact, we would not be without it, and we have taken a great deal of interest in going over the pages of every one of the numbers that we received during 1917. We always look forward to the next number.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

Standards of Purity for Food Products.

Circular 136 on Standards of Purity for Food Products has been promulgated by Secretary of Agriculture Houston at Washington, superseding Circulars 13, 17 and 19. The definitions and standards are those adopted as a guide for the officials of the Department of Agriculture in enforcing the Food and Drugs Act. The circular includes definitions and standards published in Food Inspection Decisions 158, 160, 161, 162, 165, 169, 170, 171, 172, 173, 174, 176, 177 and 178, as well as those originally published in Circular 19 which have not been superseded by such decisions. There are five principal divisions: 1, Animal Products; 2, Vegetable Products; 3, Salt; 4, Preservatives and Coloring Materials, (these schedules are still in preparation); 5, Baking Powder. Of chief interest to our readers are the schedules of condiments, flavoring extracts, edible vegetable oils and fats; fruit juices, fresh, sweet and fermented; soda water flavors and soda water. These definitions have been printed heretofore, but it is announced that additional definitions and standards for soda water flavors are under consideration.

Federal Warning as to Shaving Brushes.

The New York Department of Health has received, in common with other health boards, a nation wide warning sent out by the United States Public Health Service, in respect to shaving brushes infected with deadly anthrax germs. An investigation of the industry shows that a majority of the shaving brush manufacturers thoroughly disinfect the hair used in making the brushes, while a few make no attempt in that direction. The delinquents in protecting purchasers of their products are said to omit to identify their goods in any way, by name, trade mark or otherwise. Samples of these unidentified brushes have shown on analysis that they contain the germs of anthrax. A strong warning is issued to the public not to buy shaving brushes which do not disclose their factory origin. The warning says:

"Any brushes found in the market which do not bear the name or trade mark of the manufacturer should be regarded with suspicion, and should be returned to the source from which they were secured, or should be disinfected."

It is probable that the New York Board will pass an ordinance to prevent the sale of brushes that do not bear the maker's name or trade mark, so that action can be taken if they are found to be infected with the anthrax germs.

Hair Dye Law Changed in New York.

At a meeting of the New York City Board of Health June 24, 1919, the following action was taken:

Resolved, That the following resolution adopted by this Board on December 31, 1917, and relating to Section 128 of the Sanitary Code, which regulates the sale and distribution of hair dyes and other toilet preparations, be and the same is hereby rescinded and annulled:

Resolved, That the use of paraphenylenediamin not in combination with a substance or substances capable of producing oxidation which will eliminate the injurious qualities of paraphenylenediamin, and lead, copper and their salts, in hair dyes, intended for human use, be and the same is hereby declared detrimental and injurious to health and the use of such preparations in hair dyes intended for human use constitutes, in the opinion of this Board, a violation of the provisions of Section 128 of the Sanitary Code.



The Manufacturing Perfumers' Association of the United States has elected the following new members: Klinker Mfg. Co. (active), Cleveland, Ohio. Jarden Litho Co. (associate), Philadelphia, Pa.

F. H. Sawyer, Chicago, representative for Geo. V. Gross & Co., New York, was a recent visitor to this metropolis. The Fourth of July he spent at Patchogue, L. I., with relatives.

Mr. W. A. Bush, of W. J. Bush & Co., Inc., New York, has just returned from four years' service in the British



W. A. BUSH.

Expeditionary Forces. He enlisted in British Columbia and was soon advanced through the ranks and in about a year received a commission as second lieutenant. On account of his broad knowledge and wide experience as a chemist he was soon assigned to the Gas Force Division and later transferred to the American Expeditionary Forces as instructor in the Gas Defence School. Due to his excellent service he

was promoted to a captaincy and about two months ago received the Distinguished Service Medal from General Pershing in the presence of King George V at Whitehall.

Mr. Bush is now at the National City (Cal.) plant of the W. J. Bush Citrus Products Co., where he expects to remain for some time.

Harrods, Ltd., 225 Fifth avenue, New York, ask us to extend this invitation to those who may be interested: "Any American buyer proposing to visit London and wishing to obtain letters of introduction to the buyers of like merchandise in our London store will be interested to know that we shall be only too happy to furnish the same. We believe this is one way in which the League of Nations can be made a reality."

These companies have legally dissolved: Perfect Polish Co., Manhattan, New York City; Art Nouveau Label Co., also of Manhattan Borough, New York.

New Process Cork Co., Manhattan Borough, New York, has increased its capital stock from \$100,000 to \$300,000, by certificate filed at Albany.

A report issued by the St. Louis Merchants' Exchange shows that production and sales in the drug, chemical and soap industries of St. Louis during 1918 increased approximately 25 per cent as compared with the previous year.

Most of the New York essential oil houses and allied industries observed July 4 in strict form, which means that when Independence Day happens on Friday there is nothing doing in a business way until Monday following. Nobody seems to have suffered and everybody was happy.

Mr. L. K. Talmadge, of the Baker Extract Co., has been elected secretary of the Flavoring Extract Manufacturers' Association. Due to the slowness of Uncle Sam's mail service, the engraving shown herewith did not reach us in time for our June issue. Mr. Talmadge has done some very good work for the association in connection with cost accounting, and his record as secretary will carry out all the best traditions of that office.



L. K. TALMADGE.

Incorporation papers have been filed at Ottawa, Canada, incorporating the J. Rubin Co., Ltd., 229 St. Catherine street West, Montreal. The object is to manufacture Dr. Rubin's dental preparations and other toilet goods, as well as to import and deal in like products of other manufacturers. The new company would like to receive price-lists and catalogues from American manufacturers of similar products. The officers of the company are as follows: President, Dr. J. Rubin, vice president and managing director, S. Blumenthal, B. Sc.; secretary and treasurer, S. Kirsch, Ph.D.

National Aniline & Chemical Co., Inc., reports for the year ended December 31, 1918, profit from operation after depreciation, expenses, etc., of \$5,980,497; total income, \$6,312,385; reserve for Federal taxes and investment losses, \$2,091,537; net income, \$4,220,848; surplus after dividends, \$1,957,968; profit-loss surplus, \$6,537,588.

National Wholesale Druggists' Association will hold its 45th annual convention at New Orleans in the week beginning November 3. Charles J. Lynn, of Indianapolis, is chairman of the committee of arrangements. The New York member is Romaine Pierson.

Edwin H. Burr, manager of Roure-Bertrand Fils of Grasse, and Justin Dupont, S. A., Argenteuil, returned July 15 on the *Espagne* from a two months' trip to France.

An important feature of his trip was a visit that he paid to the grave of his son-in-law, Sergt. Theo. W. Todd, at Abee, Belgium. Sergt. Todd was killed during one of the heavy drives last Autumn and was buried in a military cemetery near where he fell.

Mr. Burr also visited the devastated portions of Belgium and Northern France, and he took a number of interesting photographs.

Of his visit to Grasse he reports that there has been a drought in that vicinity for several months which had a very bad effect upon all the flower crop. The lavender crop he reports as being seriously menaced and likely to be a complete failure unless there are early rains. The *jasmin* crop is also very likely to be below normal, and prices in general for French flower products are likely to remain high for at least another year, owing to this and other important conditions, such as the cost and scarcity of labor, etc.

Mr. F. E. Watermyer, president of Fritzsche Bros., Inc., New York, sailed for the other side on July 2, and expects to be gone about two months.

Mr. Robert E. Divine, of the Twitchell Process Co., Cincinnati, was a recent visitor to our sanctum. Mr. Divine reports the continued remarkable growth of the company's business throughout the world.

Mr. P. R. Dreyer of the essential oil department of Rockhill & Victor, returned recently from a six weeks' trip to Chicago and the Middle West, where he found business very good.

Mr. W. W. de Frees who is associated with Mr. Dreyer in the management of the essential oil department, recently made a successful trip to Philadelphia, Baltimore and vicinity.

We have received from Mr. F. N. Langlois, perfumer for the United Drug Co., the following notice: "John Frederick to Mr. and Mrs. F. N. Langlois, ten forty-five in the evening, Tuesday, July first, nineteen hundred nineteen, six and one-half pounds."

Authority for the issuance of a 6% preferred stock is asked from stockholders of the Procter & Gamble Co., in letters sent them June 23 by President William Cooper Procter. A meeting is called for July 23, to which approval of the resolution of the directors providing for such an issue is to be voted. It is proposed to increase the capital of the company to \$72,000,000. The whole of the increase is to be in a 6% preferred stock, the total authorization for this issue to be \$45,750,000. In order that the company may be in a position to protect the natural development and growth of its business it is essential that it have at its command the means to secure adequate working capital.

Probably the largest order for soap for hotels ever placed—amounting to 2,000,000 cakes—has been sent to E. H. Little, Pacific Coast manager of the Palmolive company,

by D. M. Linnard of Pasadena for his chain of eight hotels. Five hundred thousand cakes go to the Palace hotel of San Francisco, 100,000 to the Fairmont of the same city and amounts corresponding in magnitude to the Alexandria of Los Angeles, the Belvedere of Santa Barbara, the Maryland, Huntington and Green of Pasadena, the Ambassador of Atlantic City, N. J., and the other hostleries that make up the chain.

Philip Munter Co., manufacturers toilet preparations, at No. 54 East Ninth street, New York, has filed schedules in bankruptcy with liabilities of \$43,044, represented by \$29,568 unsecured claims; \$950 secured claims, and \$12,400 notes and bills, etc., and assets of \$24,211, consisting of stock, \$15,000; machinery, etc., \$1,000; accounts due, \$2,864; money in banks, \$3,900, and accounts receivable assigned as collateral \$1,443. Among the largest creditors are F. N. Burt Co., \$8,101; M. Milou et Cie., \$1,500; J. Minot Co., \$1,000, and Thomas E. Taranto, \$861.

The Procter-Gamble Co. of Cincinnati has purchased a tract of 60 acres of land situated in the outskirts of Dallas, Texas, as the site of a manufacturing plant, which it will construct at a cost of \$2,000,000. Several units of the proposed plant will be devoted to the manufacture of soap, candles and other products of the kind now manufactured at Cincinnati. Homes for the employees, storehouses and extensive shipping terminals will be built. The buildings will be of concrete construction.

The enterprising Western crowd, the Perfumery Soap Extract Association of Chicago, held one of their famous outings on June 27 at the "House-That-Jack-Built" near near Miles Center, Ill. About thirty-five members and friends, unaccompanied by ladies, drove out to Jack's abode during the morning; and after lunch a baseball "game was staged. The two teams were called the "Wozel-bugs" and the "Cooties," the former being captained by Geo. Briggs, of the Allen B. Wrisley Co., and F. H. Sawyer, of Geo. V. Gross & Co., with the "Cooties."

The game ended in the third inning with score of 15 to 15, after two and one-half hours of playing, due to general exhaustion.

Mr. W. A. Bush, of the Antoine Chiris Co., pitched for the "Cooties" part of the time, when he was relieved by Sawyer, who maintained the pace. Geo. Merrell was at first base for the "Cooties," and he covered his territory in a way that would have made Hal Chase turn green with envy.

"Jack" Cooper consented to serve as umpire, and his labors were lightened by frequent arguments between himself and Briggs as to the justice of his decisions. Those who know Briggs will readily understand why the umpire usually gave in.

At dinner time a chicken dinner was served, enlivened by singing of the famous trio, Merrell, Briggs and Bush. Geo. Merrell played the piano; Briggs the bass drum, while Bush sang. The crowd arrived home about 9 p. m. and went immediately to bed.

Mr. Carl L. Vietor, of Rockhill & Victor, 22 Cliff street, New York, will sail Aug. 2 on the *Adriatic* for England. He expects to be gone two months or more and will attend to business in England, France and Scandinavian countries.

We have received from Arthur Colton Co., Detroit, a copy of their new catalog listing machines for making pills, tablets; for filling and closing collapsible tubes; liquid fillers, percolators, stem jacketed kettles, etc.

The engraving herewith shows a bird's-eye view of the modern plant; and no better description can be given than that contained in the preface of the catalog. We, therefore, quote it in part herewith:

"Arthur Colton Company's plant is today almost double the size that it was when last we issued a catalog for your consideration. Today we occupy some 43,560 square feet of floor space, or an area equal to 1-7/10 acres. The large additions to our plant provided for the great increase in our business, both foreign and domestic, that we have experienced during the last few years.

The extractions demanded in the making of pharmaceutical machinery require that we employ the very highest grade of expert mechanics who are particularly

clean and well ventilated, are provided for every department and they are so perfectly spick and span that the men are encouraged to keep themselves clean, and men who are clean about their persons are clean about their work.

"We should thoroughly enjoy taking our friends through this modern plant, showing them the things of which we are so proud because they have increased our efficiency many times over, and we are prepared to render service to our customers quite in keeping with the high standard of our new plant.

The French Government Exhibition in New York City will be held in the Pennsylvania Hotel from July 24 to August 24. It contemplates a display of French Industrial art in many phases, one of which is artistic glassware, among the exhibitors being Houdaille & Triquet, of Paris, although several other displays are expected. The object



NEWLY ENLARGED PLANT OF ARTHUR COLTON COMPANY

adapted to accuracy and the use of developed and educated brains in the conduct of their work.

The expert mechanic does his best under pleasant conditions and convenient shop arrangements. Cleanliness, good air, plenty of light, develop energy of mind and body in the advanced mechanic—and we give them plenty of all three.

To say our plant is modern hardly covers the situation. We believe we are a little ahead of the times, particularly as to our arrangement of machinery and our scientific manner of handling the work. Both floors are almost as light and airy in the very center as they are at the side walls. These walls, you might say, are one vast window. Floors are of perfectly laid wood on concrete—the easiest floor for men's feet. By a special lighting arrangement there are no shadows to speak of and men may work without bending their backs and are therefore permitted to leave for home at night almost as fresh and unfatigued as when they came in the morning. Every possible sanitary condition has been thought of. We place sanitary iced drinking fountains in numerous convenient places on each floor. We provide steel lockers for each workman, where he may keep his clothes and carry his own key, so that there is never any argument about lost clothing or lost articles of personal possession. Sanitary wash rooms,

of the exhibition, which is being staged on an elaborate scale, is to make a market here for French goods without the intervention of agents or other intermediaries between the factory in France and the buyers here. A wide variety of goods is given in the announcement, including laces, jewelry, toys, pianos, printing, marbles, leather, crockery, beaded bags and bronzes.

Leigh, Chemist, Inc., perfumers, made a most successful opening of the new Louis the Sixteenth Perfume Shop at 501 Fifth avenue on July 1. The appointments and atmosphere of Leigh's new quarters sharply reflect the high degree of exclusiveness and excellence which generally is associated with the nation's principal fashion and show street.

Cereal Soap Corporation of New York City has changed its name to the Grain Soap Corporation.

Inventory of the estate of the late John T. Milliken, president of John T. Milliken & Company, chemists, St. Louis, filed recently, lists personal property valued at \$7,155,319.25, including vast holdings in chemical, oil and mining companies in all parts of the country.

Mr. George Antoine Chiris, head of the house that bears his name, sailed from New York for France on the *Rochambeau* on June 28.

Mr. John Franklin Fort, at one time Judge of the Supreme Court of New Jersey, and former Governor of New Jersey, was chosen chairman of the Federal Trade Commission at its annual election, succeeding Mr. W. B. Colver. Mr. Victor Myrdock will be vice-chairman.

The Commission announces the appointment of Mr. Claude R. Porter, Centerville, Iowa, assistant attorney general of the United States, as its chief counsel to succeed Mr. John Walsh, resigned.

Magic-Keller Soap Co., Louisville, Ky., has filed articles increasing its capital stock to \$650,000.

American Pharmaceutical Association will hold its 67th annual convention in this city in the week of August 25. Headquarters will be in the Pennsylvania Hotel and the local committee has provided an attractive program of entertainment.

Among others the following have been elected recently as members of the New York Merchants' Association:

American Levant Syndicate, Inc., Anastas Akiloglou, president, 29 Broadway—General Import and Export to and from the Balkan States and the Levant.

Du Pont, E. I., de Nemours Export Company, W. C. Wilson, manager office service, 120 Broadway—Export.

A syndicate composed of Kidder, Peabody & Co. and the Chase Securities Corporation of this city and F. S. Moseley & Co., of Boston, has been formed to underwrite the \$7,500,000 additional first preferred stock of the United Drug Co., of Boston, to be issued out of the \$12,500,000 authorized by the stockholders at their recent meeting in Boston.

The combined sales of the corporation, including sales by the United Drug Co. to Liggett's Stores for 1916 were \$33,224,866; 1917, \$40,716,289; 1918, \$51,028,335. The earnings, after liberal depreciations, were 1916, \$2,014,409; 1917, \$2,816,556; 1918, \$3,048,114. In each year net profits available for distribution were over five times the dividend requirements on the outstanding first preferred stock. From 1904 the company has continuously paid dividends.

The week of Sept. 22, when the Exposition of the Chemical Industries holds forth in the Coliseum and First Regiment Armory, will be a week of convocation of societies in Chicago. The American Institute of Mining Engineers, the American Electrochemical Society and the Technical Association of Pulp & Paper Industry will meet during the week. The motion picture program will consist chiefly of new films and important improvements in plant machinery and products will be shown.

Mr. J. King, formerly with the Liggett drug service, has gone to the Pompeian Mfg. Co. and will handle its Cleveland territory. The company is putting out a new brand of talcum powder called Pompeian Fragrance.

By reason of the entry of a judgment against the Superior Seal and Label Co., various facts have been disclosed through an examination of John L. Miller, Jr. The Superior Seal and Label Co. was organized in January, 1917, to make seals and labels, and had a place of business at 1931 Broadway, New York City. Mr. Miller, treasurer of the concern, stated that the furniture was purchased on the instalment plan. He said that the instalments were not paid, and he personally made the payments and took back a mortgage on the machinery and fixtures to secure himself in the sum of \$3,000. He stated that he then left the machinery and fixtures for the Superior Seal and Label Co., which continued in the business about a year, when a new organization, the Perfect Seal and Label Co. was formed, doing practically the same business as Mr. Miller stated as did the Superior Seal and Label Co.

Mr. Miller permitted this last company to use the fixtures and machinery of the Superior Seal and Label Co., but in no way making arrangements to pay the indebtedness of the Superior Seal and Label Co. This business continued for a short time, and a new firm moved in, namely, The Multiple Seal & Letter Co., under charge of one Ketcham, is now doing a business similar to the one conducted by the original Superior Seal and Label Co.

This last company, Mr. Miller stated, bought the furniture, fixtures and machinery and paid \$2,000 to him for it. Mr. Miller turned this merchandise over to the Multiple Letter Co., although the title to the property was in the Superior Seal and Label Co., and he merely had a chattel mortgage on same, availing himself of the privileges contained in the chattel mortgage without a court adjudication.

Some of the creditors of the Superior Seal and Label Co. have been obliged to see the property, which should have been applied to the liquidation of their debt, filter through various corporations and finally land with the Multiple Letter Co., which Mr. Miller says, paid him \$2,000. A firm interested in the case asked this question: "It is strange, is it not, how little creditors may receive when they permit themselves to become involved with a corporation which can so easily dissolve itself, and by various instruments rid itself of its assets?"

The New York office of the Bureau of Foreign and Domestic Commerce advises that the American Express Company has been appointed official forwarding agent in the United States for the Lyon Fair.

The C. F. Sauer Co., Richmond, Va., manufacturer of flavoring extracts, is introducing a new flavor, "Old Virginia Fruitti Punch." Color pages are being used in July magazines and display space in various newspapers. The flavoring, it is stated, is not only adapted for the usual purposes of flavoring extracts, but also for making a new temperance beverage.

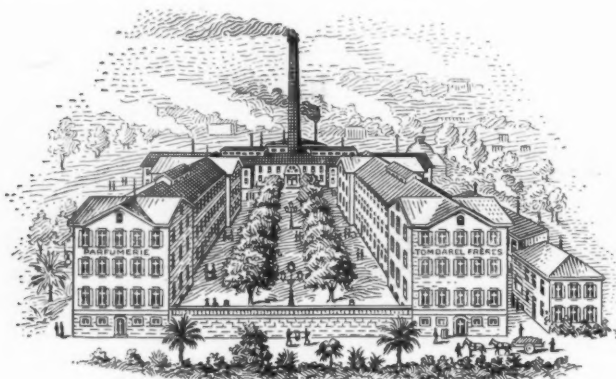
"Always ready for any occasion as a beverage," says the copy, "served with plain or carbonated water. A base for fruit punches—blends with any fruit or can be combined with Sauer's Pure Strawberry, Raspberry or Pineapple Flavors for sherbets, water ices, milk shakes."

The campaign, which has been inaugurated, is expected to cover the season of 1919 and 1920, and is being directed by the Freeman Advertising Agency, Inc., of Richmond.

At a meeting of the Board of Directors of the National Aniline & Chemical Company, Inc., held on June 24, Mr. William J. Matheson resigned as chairman of the board and president of the company. Mr. Matheson was induced to undertake the executive leadership of the company in 1917 only as a patriotic duty for the period of the war, and his resignation was tendered accordingly.

Mr. Orlando F. Weber, a member of the board since the organization of the company and acting president in the absence of Mr. Matheson, was elected chairman of the board and president to succeed Mr. Matheson. Later Mr. Weber announced the appointment of Mr. Robert T. Baldwin as assistant to the president.

We are just in receipt of the first price list of the Orbis Products Trading Co., Inc., 215 Pearl street, New York, whose factory and laboratory are in Brooklyn. They have established offices in Philadelphia at 320 Race street, and in Boston at the Board of Trade Bldg. This company, al-



PLANT OF TOMBAREL FRÈRES.

though established less than one year ago, has made very rapid progress and bids fair to become one of the important houses.

In addition to the agency of Tombarel Frères, Grasse, France (manufacturers of natural perfume raw material), the Orbis Co. now announces that the following agencies have been undertaken: Usines Chimiques de Bourg Junillon, Valence-sur-Rhone, (synthetic perfume raw material); Usines Remy, Societe Anonyme, France and Belgium, (rice starch); Societe de Blancs de Neige de la Mediterranée, Marseille, (zinc oxide); Burgoyne, Burbidge & Co., Ltd., London, England, (oleo resins and essential oils); Bernard, Dumas & Cie, Paris, France, (filter paper).

Mr. C. H. Alker is in charge of the essential oil and synthetic department, and his wide knowledge of the industry and acquaintance among buyers will insure the steady growth of his department.

Mr. A. G. Spilker, of Chicago, has been appointed the Orbis representative for the Middle West territory, with headquarters at 326 West Madison street, Chicago.

The honorary degree of Doctor of Pharmacy was awarded to Dean Charles H. LaWall of the Philadelphia College of Pharmacy at the recent annual commencement

of the University of Pittsburgh. It was the first award of its kind since 1914.

McKesson & Robbins of New York are to build a six-story brick factory, 82.3x80, to cost \$120,000, at the northwest corner of North 11th and Berry streets, Brooklyn Borough.

W. H. Durkee and George Dunham, former employees of the Cleveland Woolen Mills at Cleveland, Tenn., were each sentenced to three months in the Bradley county jail and fined \$500 and costs, aggregating approximately \$3,000 in each case, in Federal court in Chattanooga on June 18. Both pleaded guilty to the government's charge of conspiring to use the mails to defraud.

Durkee and Dunham, it was charged, entered into an agreement with the Warren Soap Manufacturing Co. at the Cleveland Woolen Mills with an inferior brand of soap other than the kind contracted for, and that Durkee, who was then purchasing agent for the woolen mills, was to receive a considerable bonus out of the sales. Finding that soap bills were considerably increased during the employment of Durkee, and also finding evidence that he was defrauding, the Cleveland Woolen mills dismissed Durkee. In looking around for another man to take his place, they employed George H. Dunham, who also was guilty of the same offense, but with a separate company. The Boston concern at the last session of court pleaded guilty to the charge and was fined \$14,000 by Judge Sessions. Durkee and Dunham will remain in confinement until payment of the large costs.

The North Star Chemical Works, Inc., Lawrence, Mass., manufacturers of lanoline and its products, had its beginning in Minneapolis in 1914. Experiments were begun there in an attempt to fill the needs of the country for lanoline, the supply of which had been cut off from Germany at the beginning of the war, by James Baillie, a chemist of British birth, with many years of European experience in the manufacture of lanoline products. Results from the beginning were most encouraging. Many difficulties had been met and overcome and every difficulty has been the means of teaching a new method of improvement in manufacture. To the North Star Chemical Works belongs the credit of being the first to manufacture lanoline in this country successfully on a commercial scale. Three years ago the factory was removed to Lawrence, Mass., to be nearer the sources of supply which is obtained from the large textile mills. During a large part of 1918 the entire capacity of the factory was taken up with the manufacture of hydrous lanoline to supply the requirements of the U. S. Army in France. Besides lanoline, the North Star Chemical Works manufacture refined neutral wool fats as well as different grades of degrass, and lately have developed an antiseptic compound wool fat for veterinary purposes, which is rapidly finding a place wherever stock is kept. A thoroughly equipped experimental laboratory is maintained and the advice and services of its chemists are at the service of all users of lanoline.

The benefit of a drawback of the tax paid on domestic alcohol used in the manufacture of flavoring extracts and medicinal or toilet preparations under provision O of section 4 of the tariff act of October 3, 1917, does not accrue to such when shipped to the Virgin Islands, according to treasury decision 38,059, which has recently been announced. The Commissioner of Internal Revenue stated that the Virgin Islands are in a similar position to Porto Rico and the Philippine Islands in relation to construction of statutes imposing taxes and providing benefits of drawback; and further, that the act of March 5, 1915, specifically extended the allowance of drawback on the internal revenue tax on articles shipped from the United States to the Philippines and Porto Rico, while no such provision was extended or made with reference to articles shipped from the United States to the Virgin Islands.

A concern operating under the name of Martin M. Bailey Co., Cleveland, Ohio, which is believed to be conducted by an individual named Martin M. Bailey, has been sending out large orders promiscuously to manufacturers and wholesalers of proprietary medicines, toilet articles and similar products throughout the United States, requesting merchandise on credit. In a number of instances, firms have filed these orders, but payment could never be procured. This concern sends out an elaborate yellow order blank on which is printed, Martin M. Bailey Co., Station B, Cleveland O., together with other data thereon indicating that the firm is a large one. Furthermore the name is similar to the Bailey Co., a large and reputable department store.

This Martin M. Bailey is still continuing this practice and wherever he can, merchandise is taken by him on credit, but it appears that he merely disposes of the merchandise and pocketing the money. These orders are sent by him with instructions for prompt and immediate delivery. Some manufacturers and wholesalers who are not aware of his irregular operations fill the orders.

The Drug & Chemical Mercantile Agency, 299 Broadway, New York, requested Bailey to submit facts indicating his financial responsibility, but he did not answer. It was learned that after operating with the address, Station B, Cleveland, O., and during which period the agency could not locate him, he sent out notices to various concerns that he had moved to 5606 Euclid avenue. Upon going to that place, it was learned that he merely had desk room there and the girl in charge said Mr. Bailey was seldom in. It is learned that he is supposed to be a dental supply salesman. Later the address 5511 Euclid avenue was given.

The agency holds a number of accounts for collection against him from various manufacturers in the trade who sold him innocently, and the same are reported as uncollectible, because there is apparently no financial responsibility attached to the Martin M. Bailey Co. There are quite a number of judgments against him. He is still sending out orders to various concerns and the same aggregate hundreds of dollars. His order blank would indicate that it is a big concern having branches everywhere throughout the world and some orders he marks for foreign purposes, while others for domestic. All this is done, no doubt, to mislead the recipient of his orders.

The agency is taking this matter up with the federal authorities and will exert every effort in its power to have him punished for his operations.

Mr. F. H. Ungerer, of Ungerer & Co., New York, has returned from Lake Placid, N. Y., with his family, where he has spent several weeks.

Mr. A. G. Spilker, of Chicago, representative for New England Collapsible Tube Co., Imperial Metal Mfg. Co., J. L. Hopkins & Co., Velvetone Powder Co., etc., in the Middle West, was a recent visitor to our sanctum. Mr. Spilker also has been appointed representative in the Middle West for the Orbis Products Trading Co., of New York, with headquarters at 326 West Madison street, Chicago.

To assist him in calling on the trade Mr. Spilker has added to his staff two competent salesmen, Harry Krueger and John Connors.

The Chemical Foundation, Inc., through its counsel, Emory, Varney, Blair & Hoguet, has begun a suit in the United States District Court of New York, against the Anglo-French Drug Company, a New York concern, to stop the importation of arsphenamine and neo-arsphenamine, on the ground that such importations constitute an infringement of patents held by the Chemical Foundation, Inc.

Judge Hand has issued the following order to bring the Anglo-French Drug Company into court:

"On the bill of complaint herein and the affidavits of Samuel A. Tucker and Lucius E. Varney duly verified on the 2nd day of July, 1919, let the defendant show cause at a general motion term of this court to be held in the Post Office Building in the Borough of Manhattan on Thursday, July 17, 1919, at 10:00 A. M. or as soon thereafter as counsel can be heard, why an order should not be entered enjoining the defendant, *pendente lite*, from selling "supsalvs" and "ampsalvs," or otherwise infringing the arsphenamine and neo-arsphenamine patents here in suit and belonging to the Chemical Foundation, Incorporated."

This suit is the first to be begun by the Chemical Foundations, Inc., to protect its patent rights. The infringing arsphenamine was imported and offered for sale generally in New York by the Anglo-French Drug Company under the name of "ampsalvs" and "supsalvs," and was advertised to be, or to contain the genuine Erlich "606" and "914," otherwise known as Salvarsan and Neo-Salvarsan.

The Chemical Foundation, Inc., is the owner of more than forty-five hundred once German-owned dyestuff, chemical and drug patents. These patents were sold to the Foundation by the Alien Property Custodian under an Executive Order approved by the President. It is the purpose of the Foundation to protect in every way its rights under these patents. No expense or effort will be spared.

The National Association of Drug Clerks at its ninth annual meeting in Chicago in June elected the following officers for the ensuing year: President, Henry J. Steining, Lafayette, Ind.; first vice president, James K. Wuench, Chicago, Ill.; second vice president, Marvin E. Pate, Madisonville, Ky.; third vice president, L. W. Coleman, Kansas City, Mo.; secretary-treasurer, P. A. Mandabach, Chicago, Ill.; councilor-at-law, Raymond A. Cavanaugh, Chicago, Ill.; consulting attorney, Cline C. Brosius, Chicago, Ill.; editor-director of publicity, Paul J. Mandabach, Chicago, Ill.

Perfumeries valued at \$289,099 cleared from the port of New York during the month of April for various foreign countries.

Dr. J. H. Bell, formerly president of the American Pharmaceutical Association, president of the National Drug Trade Conference, etc., is the first recipient of the Remington Honor Medal, awarded by the New York Branch of the American Pharmaceutical Association. The presentation is to be made during the New York Convention of the American Pharmaceutical Association.

Mr. H. J. Kenner, recently of Minneapolis, and formerly secretary of the National Vigilance Committee of the Associated Advertising Clubs of the World, has rejoined that organization in his former position, succeeding Mr. G. F. Olwyn, who has resigned.

NEW PUBLICATIONS, PRICE LISTS, ETC.

COMPAGNIE MORANA, 118 East 27th street, New York (American representative of Bruno Court, Grasse; Compagnie Morana, Zurich; the Th. Mühlethaler Co., Ltd., Nyon, Suisse; Christo Christoff, Kazanlik, Bulgaria), has issued a fine 30-page wholesale price list of the export trade in the Central and South American countries. It is printed in Spanish and is complete and comprehensive.

STAFFORD ALLEN & SONS, LTD., London, England, Ungerer & Co., 124 West 19th street, New York, American representative. We have received the June wholesale prices current of essential oils, powdered drugs, chemicals, synthetics and sundries, as well as the Allen specialties for perfumers and extract and soap makers. The customary market report supplies late information about conditions in the field abroad.

GEORGE LUEDERS & Co., 218 Pearl street, New York, branch of Lautier Fils, Grasse, Paris and London, have issued their July price list of essential oils, chemicals, pomades, fruit oils and essences, synthetics, vanilla beans, floral waters, colors and other products covering a wide range of requisites in the perfumery, toilet preparations, flavoring extract and soap trades. The Lautier specialties are featured. The market report is ample and covers recent changes and prospects for the future. Lueders & Co. also are receiving larger shipments than heretofore from L. Givaudan & Co., Geneva and Lyons.

JULIUS SCHMID, INC., manufacturer of toilet preparations and drug sundries, has issued a set of blotters advertising the firm's capping skins and one will be mailed each month in series to the trade. The idea is a good one and the recipients will pay more attention to the blotters than to the average offering of this description on account of the pictures of patriotic girls which are used.

W. K. JAHN Co., rico products, Bush Terminal Building, No. 10, Brooklyn, N. Y., sends us detailed price list of its extracts, etc.

HUMMEL & ROBINSON, 26 Cortlandt street, New York, send us catalogue of lanoline chemicals, drugs, colors, oils and greases of interest to the oil, soap and various other industries.

CHEMICAL RUBBER Co., Cleveland, Ohio, sends us a catalogue of laboratory porcelain and glassware, with other products of a scientific nature.

H. SALLE, MICHEL, LAURENT & GUIGUE, successor to H. Salle & Cie., Paris, France, sends us its June wholesale prices courant of the products of its laboratories at Ivry and Billancourt (Seine).

OWENS BOTTLE Co., Toledo, Ohio, has issued an announcement that its new stopper department is now fully

equipped with modern machinery to manufacture round and square stoppered bottles in the following sizes 2 dram, ½, 1, 2, 3, 4, 5, 6, 8, 12, 16 and 32 oz.

KIRK, GEARY & Co., SACRAMENTO, Cal.—Whole June price list of toilet requisites, perfumes, fountain supplies, drugs, etc., is received.

THE JARDINIERE, published by Jardin, trading as the American Toilet Goods Co., Boston, Mass., is at hand.

"ECONOMIC VALUE OF THE WHOLESALE DRUGGIST AND REASONS WHY HE IS ESSENTIAL."—This neat little booklet, copies of which may be obtained by addressing the secretary of the National Wholesale Druggists' Association, 99 Nassau street, New York, contains the five prize essays submitted in the prize contest recently conducted by the association. The essays all are interesting and no doubt will have a beneficial effect in showing the importance of the wholesale druggist in the trade affairs of the nation.

"THE CHEMICAL FOUNDATION, INC."—This pamphlet is issued by the American Dyes Institute, 320 Broadway, New York. It contains a review of the dye situation in America as summarized by A. Mitchell Palmer in his official report to Congress as Alien Property Custodian, and other information of value to those interested in the further development of the American dye industry. Copies of this pamphlet will be furnished free of charge to anyone making application by addressing William R. Corwine, secretary American Dyes Institute, 320 Broadway, New York.

NEW INCORPORATIONS.

Spanish Products Co., olive oil, etc., has been incorporated with a capital of \$50,000 by Jose P. Gomez, Otto Griz Coman, Julius Backs, I. W. Lampange, Jr., and Daniel J. Gander, all of Philadelphia.

Liberty Soap Corp., \$3,000,000 capital stock, has been incorporated in Delaware by W. F. O'Keefe, J. H. Dowdel, E. E. Aberlee of Wilmington.

Please Mfg. Co., soaps, etc., \$100,000 capital stock, has been incorporated in Delaware by Ferris Giles, M. M. Lucey, C. Hellig, of Wilmington.

Luisure, Inc., Manhattan Borough, New York City, toilet articles, \$25,000 capital stock, has been incorporated by A. Bartwe, L. and G. Bogler, 4246 Broadway.

Eastern Potash Corporation, Delaware, has been chartered to operate in the manufacturing and selling of potash, etc., from 15 Exchange Place, Jersey City. The capitalization is \$7,500,000. The incorporators and officers are Waldemar Schmidman, 120 Broadway, New York City, president; Edward F. Sanderson, of 70 Fifth avenue, New York, vice-president; Charles E. Reutter, of 25 Broad street, New York, assistant secretary and treasurer; Robert H. Reutter, of 25 Broad street, New York, assistant treasurer, and Raymond Tullis, of 120 Broadway, New York, secretary.

Kleanco Manufacturing Corporation, of Manhattan Borough, New York City, cleaning materials, has been incorporated with a capital stock of \$50,000 by A. W. Bard, A. K. and A. S. Bourne, Oakdale, N. Y.

Perfumeria Barclay, Inc, chemicals, etc., has been incorporated under the laws of Delaware with \$10,000 capital stock, by W. H. Hayward, Brooklyn; Oscar Essing, Bayonne, N. J.; Henry Essing, Jr., Norwood, N. J.

Pierre Namron Co., of Manhattan Borough, New York City, toilet preparations, has been incorporated with a

capital stock of \$50,000 by R. J. Heisler, E. Rushmore, L. E. Lyons, 43 Cedar street.

International Talc Co. has been incorporated under the laws of Delaware with a capital stock of \$500,000 by E. P. Gage, P. S. Warren and M. Cote, all of Boston, Mass.

W. H. Loomis Talc Co., Gouverneur, N. Y., has been incorporated in New York with \$85,000 capital stock by J. A. Baumert, C. W. and W. H. Loomis, Gouverneur.

H. W. Hazelton & Co., Manhattan Borough, New York City, vegetable oils and food products, \$26,700 capital stock, has been incorporated by E. Kraychie, A. Skillman, A. Rothstein, 120 Broadway.

Ritter Dental Mfg. Co., Rochester, N. Y., \$1,250,000 capital stock has been incorporated by H. Noble, H. P. Heath, H. Knight, 348 West 57th street.

B. Brown Export & Import Corp., of Manhattan Borough, New York City, drugs, chemicals and oils, has been incorporated with a capital stock of \$200,000 by E. Brown, E. G. Cohen, E. C. Davidson, 116 Nassau street.

Chas. A. Fox Box Co., Inc., Manhattan Borough, New York City, manufacturing paper boxes, \$35,000 capital stock, has been incorporated by C. A. Fox, 393 Edgecomb avenue; B. H. Fox, 545 West 150th street; I. Fox, 301 West 150th street, New York City.

Novo Laboratories, Inc., 159 Hall avenue, Perth Amboy, N. J., to manufacture drugs, chemicals, soaps, etc.; \$100,000 capital stock, has been incorporated in New Jersey.

Cinderella Dye Soap Co., Chicago, Ill.; \$10,000 capital stock, has been incorporated by Thomas M. Zasadil, V. E. Kraje and M. Hartigan.

Paris Human Hair Goods Co., Manhattan Borough, New York City, \$5,000 capital stock, has been incorporated by J. Kaufman, H. Yablonowitz, Annie Lubelsky, 174 East 105th street.

La Fleurette, Inc., Manhattan Borough, New York City, novelties and toilet articles, \$20,000 capital stock, has been incorporated by Edward T. Brown, Antone Vericel and M. Arensberg, 125 Prospect Park West, Brooklyn, N. Y.

Welforall Products Co. of Manhattan Borough, New York City, coconut products, has been incorporated with a capital stock of \$100,000 by L. and A. Buchbaum, T. Howard, 118 Fulton street.

IN MEMORIAM FOR DEPARTED FRIENDS.

BAUER, JACOB, Liquid Carbonic Co., Chicago, July, 1912.

BEDFORD, ANDREW P., soaps, July, 1909.

BURDICK, NORMAN, Burdick & Son, tin boxes, Albany, N. Y., July, 1908.

BUSH, ALEXANDER, of W. J. Bush & Co., Inc., New York, July, 1908.

BUSH, ALFRED JOHN, eldest son of A. W. Bush, of W. J. Bush & Co., Ltd., London, killed in action while serving as Second Lieutenant, Ypres, July, 1917.

CALISHER, NATHAN, of Oakley & Co., perfumers, New York, July, 1916.

CHAPMAN, GEORGE W., president Chapman & Rodgers, Inc., perfumers, Philadelphia, Pa., July, 1914.

DURGIN, HORACE WEBSTER, president Granite City Soap Co., Newburgh, N. Y., July, 1916.

ERGENS, JOSEPH EMILE, retired hair tonic manufacturer, Pleasantville, N. Y., July, 1916.

GATTEFOSSÉ, ABEL, commercial director of Gattefossé & Fils, Lyons, France, killed in action, July, 1916.

HOGUE, JAMES T., retired soap manufacturer, Baltimore, Md., July, 1915.

KINSELLA, WILLIAM J., president of the Handley-Kinsella Coffee & Spice Co., St. Louis, July, 1918.

KOKEN, CHARLES E., barbers' supply merchant, St. Louis, Mo., July, 1915.

LAFFITTE, MARCEL, son of Gabriel Laffitte, of Roure-Bertrand Fils, Grasse, killed in action, July, 1918.

LEBERMAN, ADOLPH, of L. M. Leberman & Sons, soap manufacturers, Philadelphia, July, 1910.

MELLEN, EDWIN D., long engaged in soap manufacturing industry in New England, Cambridge, Mass., July, 1918.

METZ, E. C., Palmetto Soap Co., Charleston, N. C., July 1908.

MIANNAY, EUGENE, perfumer, July, 1908.

OSBORN, ADOLPHUS, long head of the soap supply house of A. Osborn & Co., Boston, Mass., July, 1917.

POWELL, WILLIS J., soaps, St. Louis, Mo., 1912.

PRICE, DR. VINCENT C., founder Price Flavoring Extract Co., Chicago, July, 1914.

RALSTON, HUGH W., secretary and treasurer of the Warnock & Ralston Soap Co., Rock Island, Ill., July, 1917.

SCHAEFFER, GEORGE, president of the Schaeffer Bros. & Powell Mfg. Co., St. Louis, soaps, etc., July, 1918.

STILLWELL, LT. T. V., secretary of Arthur A. Stillwell & Co., New York, killed in action, Vierzey, July, 1918.

TREMARI, P., vanilla beans, Papantla, Mex., July, 1912.

TUTTLE, W. I., vice president of the Federal Tin Co., Baltimore, July, 1918.

WILLEVER, S. D. A., of Schieffelin & Co., wholesale druggists, New York, July, 1918.

M. Cunisset-Carnot.

M. Cunisset-Carnot, father of Mme. Georges Chiris, died June 2 in France. He was a captain in the French army in 1870; advocate-general in 1886, and presiding judge of an important court in 1898. At the time of his death he was honorary presiding judge of the Court of Appeals at Dijon. He was married to the daughter of the late President Carnot of France, and during recent years devoted his time largely to writing.

Richard C. Bultman

In our April issue we briefly announced the death of Richard C. Bultman, manufacturer of talcum powder and dental supplies, New York, which occurred on April 4. Mr. Bultman was born August 11, 1859. He was a graduate of Public School No. 9, New York City and of the Packard Business College. With his brothers he organized the Consolidated Dental Manufacturing Co., becoming its treasurer and retaining that office until he had a stroke of paralysis in 1900, when he resigned, but continued as a director. In 1910 he purchased a controlling interest in the A. P. Babcock Co. and it was through his generosity that the present owners were able to acquire all of the outstanding stock, he having financed the deal. He also was deeply interested in the Fritz Reuter Old Home in North Bergen, New Jersey.

Obituary Notes.

James Albert Curley, vice-president of the W. H. Crawford Co., spice millers and flavoring extract manufacturers on Exchange place, Baltimore, died on June 24 at his home, 1512 John street, after an illness of about six months. He was 64 years old and had held the office of vice-president for the last fifteen years. A son, Edgar L. Curley, who served overseas for eleven months, and the wife survive.

PATENTS AND TRADE MARKS			
			
1309376		107856	110487
		Danderdip	GRAND DUCHESS
1308972	53447	112244	113722
		HYGLO	LIBERTY
		114973	
		AMORITA	
53442	53496	115337	115605
		AMERIGO	OLD JUDGE
			
53445	116661	117738	116720
		ALADDIN	VENUTOL
		11746	117712
			POLOINE
			117878
			
			112974
			Carino
			114185
			
			115755
			
			116073
			Velvatoe
			116884
			
			118644
			MUSA
			118073
			CONCA D'ORO
			118535

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts, and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS GRANTED.

1,308,972.—Bottle-stopper.—August Herman Wirz, Moylan, Pa. Filed Feb. 17, 1915. Serial No. 8,724. 5 claims. (Cl. 215—54.)

1. In a device of the character stated, a main cork having a longitudinal opening, a cap secured upon the cork, a pouring spout upon the cap and an auxiliary cork engaging the interior of the pouring spout and the upper annular face of the main cork.

1,309,376.—Container.—Einar Uffellmann, New York, N. Y. Filed Nov. 21, 1917. Serial No. 203,240. 1 claim. (Cl. 221—60.)

A container having a neck closed at the top and provided with a discharge opening in the side thereof communicating with the interior, a closing cap comprising an imperforate sleeve linearly slidable upon said neck so as to cover said opening in its inner position and uncover the opening in its outer position, the adjacent peripheral surfaces of neck and cap in the vicinity of the opening

being at all times in close contact, and means for limiting the extent of outward movement of the cap.

DESIGNS PATENTED.

53,442.—Cap or cover for talcum-powder boxes.—Edmund Hoffman, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Sept. 20, 1913. Serial No. 790,952. Term of patent 14 years.

The ornamental design for a cap or cover for talcum powder boxes, as shown.

53,445.—Container for toilet and other powders.—Glen S. Humphrey, Brooklyn, N. Y. Filed Jan. 27, 1919. Serial No. 273,484. Term of patent 14 years.

The ornamental design for a container for toilet and other powders, as shown.

53,447.—Powder-box, cream-jar, or similar toilet article.—Kanichiro Kasi, New York, N. Y. Filed Mar. 24, 1919. Serial No. 284,873. Term of patent 3½ years.

53,496.—Sifter-Top Can or Similar Receptacle.—Leonard Gerhardt, Baltimore, Md., assignor to Tin Decorating Company of Baltimore, Baltimore, Md., a Corporation of New York. Filed Feb. 27, 1919. Serial No. 279,603. Term of patent 7 years.

The ornamental design for a sifter top can or similar receptacle, as shown. Trade mark registered and granted.

TRADE MARK REGISTRATIONS GRANTED.

125,655.—Certain Named Foods.—Ideal Marketeria Company, Lockport, N. Y. Filed October 9, 1918. Serial No. 113,631. Published February 25, 1919.

125,657.—Certain Named Foods.—H. A. Johnson Co., Boston, Mass. Filed May 17, 1917. Serial No. 103,891. Published February 11, 1919.

125,659.—Cotton-Seed Salad-Oil. Herman Kienzler Co., New York, N. Y. Filed August 8, 1918. Serial No. 112,632. Published December 17, 1918.

125,669.—Natural and Artificial Vanilla Flavoring Extracts

- and Vanilla Flavoring-Powders for Food Products.—Henry H. Ottens Mfg. Co., Inc., Philadelphia, Pa. Filed December 4, 1918. Serial No. 114,482. Published February 11, 1919.
- 125,685.—Washing Compound.—A. & A. Underberg, Chicago, Ill. Filed September 2, 1913. Serial No. 72,606. Published January 28, 1919.
- 125,703.—Certain Named Foods.—Haas, Baruch & Co., Los Angeles, Cal. Filed August 22, 1917. Serial No. 105,803. Published February 18, 1919.
- 125,704.—Certain Named Pharmaceutical Preparation for Toilet Purposes.—Namely, for Hair-Shampooing.—Edward Oscar Heinrich, Tacoma, Wash. Filed August 24, 1918. Serial No. 112,860. Published February 25, 1919.
- 125,723.—Hair-Tonic.—Mack Commins, Gadsden, Ala. Filed May 23, 1918. Serial No. 111,149. Published February 25, 1919.
- 125,747.—Flavoring Extract for Foods.—H. Kohnstamm & Co., New York, N. Y. Filed January 13, 1919. Serial No. 115,149. Published March 4, 1919.
- 125,753.—Coffee, Tea, Cocoa, Lemon Extract and Vanilla Extract for Flavoring Foods.—George Lawson Neff, Pittsburgh, Pa. Filed June 21, 1917. Serial No. 104,591. Published March 4, 1919.
- 125,811.—Hair-Color Restorer, Depilatory, Liquid Shampoo, and Hair-Tonic. Hessig-Ellis Drug Co., Memphis, Tenn. Filed Jan. 13, 1919. Serial No. 115,147. Published March 18, 1919. Trade-mark registered and granted.
- 125,856.—Shampoo.—Augustus A. West, Philadelphia, Pa. Filed January 7, 1919. Serial No. 115,037. Published Mar. 11, 1919.
- 125,859.—Certain Named Pharmaceutical Preparations for Toilet Purposes. Alfred Wright, Inc., Philadelphia, Pa. Filed September 11, 1917. Serial No. 106,185. Published March 11, 1919.
- 125,883.—Olive-Oil.—Anthony Rubino, New York, N. Y. Filed January 30, 1919. Serial No. 115,542 1-2. Published March 18, 1919.

TRADE-MARK REGISTRATIONS RENEWED

- 14,187.—Perfumery.—Emile Meyer, Paris, France; H. & C. Klotz & Co., successors. Registered March 22, 1887. Renewed March 22, 1917.
- 15,983.—Toilet Powders.—Alexandre Napoleon Bourjois, Paris, France; A. Bourjois & Co., Inc., assignee. Registered November 6, 1888. Renewed November 6, 1918.
- 16,593.—Perfumery and Perfumed Toilet Preparations and Extracts. F. C. Calvert & Co., Bradford, Manchester, county of Lancaster, England. Registered September 10, 1889. Renewed September 10, 1919.
- 125,923.—Certain Named Pharmaceutical Preparations. 25, 1918. Serial No. 113,373. Published March 18, 1919.

TRADE-MARK REGISTRATIONS APPLIED FOR

- 107,856.—Alex. D. Shaw & Co., New York, N. Y. (Filed Dec. 8, 1917. Used since Nov. 13, 1917.)—Olive Oil.
- 110,487.—The Northwestern Chemical Co., Marietta, Ohio. (Filed Apr. 27, 1918. Used since Jan. 1, 1918.)—Powdered Talc and Powdered Mica.
- 111,733.—National Commodities Co., Philadelphia, Pa.—(Filed June 21, 1918. Used since June 1, 1918.)—Shampoo.
- 112,244.—Charles E. Weck, Reno, Nev. (Filed July 20, 1918. Used since Aug. 1, 1917.)—Half Tonic.
- 112,974.—Gaspare Dolcibella, San Francisco, Calif. (Filed Sept. 3, 1918. Used since July 11, 1918.)—Hair Tonic.
- 113,722.—Read Drug and Chemical Co., Baltimore, Md. (Filed Oct. 14, 1918. Used since the summer of 1875.)—Perfumery, Toilet Water, Rouge, Bandoline, Cold Cream, Talcum Powder, Face Powder, Lip Pomade, Sachet, Vanishing Cream, and Cologne.
- 114,185.—Florence N. Lewis, New York, N. Y. (Filed Nov. 15, 1918. Used since Oct. 1, 1918.)—Face Powders.
- 114,658.—Margaret J. Callaghan, Boston, Mass. (Filed Dec. 16, 1918. Used since on or about Oct. 1, 1917.)—An Ointment for the Scalp and Hair.
- 114,973.—Graf Bros., Inc., New York, N. Y. (Filed Jan. 3, 1919. Used on nail polish since Oct. 19, 1914; cuticle remover, Mar. 22, 1918; nail-white, Sept. 20, 1918; nail-

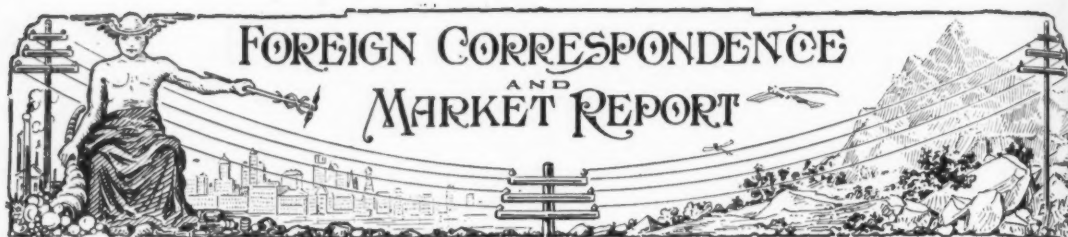
- polish paste, Nov. 18, 1918; nail rouge, Nov. 18, 1918; rouges, Mar. 21, 1916; compact face-powders, Mar. 21, 1916; face powders, lip-sticks, eyebrow pencils, Sept. 6, 1916.)—Nail Polish, Cuticle Remover, Nail White, Nail Polish Paste, Nail Rouge, Rouges, Compact Face Powders, Lip Sticks, and Eyebrow Pencils.
- 115,337.—Joseph H. Calisher, New York, N. Y. (Filed Jan. 21, 1919. Used since January, 1896.)—Toilet Powders, Tooth-Powders, Toilet Waters, Bath-Powders, Liquid Face-Powder, Hair-Tonic, Cucumber Cream, Toilet Lotions, Violet Almond Meal, Bay Rum, Lilac Vegetal, Vanishing Cream, Rouges, Brilliantine, and Perfumes.
- 115,605.—Morris Seader, Brooklyn, N. Y. (Filed Feb. 3, 1919. Used since Jan. 21, 1919.)—Hair Tonics.
- 115,755.—Crisi & Cerchione, New York, N. Y. (Filed Feb. 11, 1919. Used since Dec. 16, 1917.)—Olive Oil.
- 115,918.—Kansas City Medicine Co., Kansas City, Mo. (Filed Feb. 17, 1919. Used since Jan. 30, 1919.)—A Hair Restorative.
- 116,073.—The Baldwin Perfumery Co., Chicago, Ill. (Filed Feb. 24, 1919. Used since Feb. 1, 1919.)—Complexion Soap.
- 116,661.—Max Robins, Chicago, Ill. (Filed Mar. 17, 1919. Used since Jan. 10, 1919.)—Face Cream.
- 116,720.—Meyer Bros. Coffee and Spice Co., St. Louis, Mo. (Filed Mar. 19, 1919. Used since Jan. 18, 1919.)—Flavoring Extracts.
- 116,884.—Bernard H. Karmen, New York, N. Y. (Filed Mar. 25, 1919. Used since Dec. 1, 1917.)—Powder-Puffs.
- 117,466.—Harry Sidery, Lodi, Calif. (Filed Apr. 14, 1919. Used since Mar. 7, 1919.)—Hair Tonic.
- 117,712.—Joseph Venuto, Philadelphia, Pa. (Filed Apr. 21, 1919. Used since March, 1919.)—Skin Lotions.
- 117,738.—John O. Notari & Co., Chicago, Ill. (Filed Apr. 22, 1919. Used since Apr. 7, 1915.)—Canned Olive Oil.
- 117,878.—Idol Toilet Co., New York, N. Y. (Filed Apr. 26, 1919. Used since Apr. 14, 1919.)—A Dressing for the Hair.
- 118,073.—Van Dyk & Co., New York, N. Y. (Filed May 1, 1919. Used since Apr. 7, 1919.)—Perfume Bases, Synthetic Flower Oils, Natural Flower Oils, Perfume Oils, Toilet Water Oils, Benzaldehyde, Benzyl Chloride, Ethyl Bromide, and Chemicals Suitable for Imparting Odors to Toilet Preparations.
- 118,535.—Stavros K. Assanakis, New York, N. Y. (Filed May 16, 1919. Used since about Jan. 21, 1919.)—Olive Oil.
- 118,642.—Guiseppe Bianco & Figlio, New York, N. Y. (Filed May 19, 1919. Used since the latter part of 1913.)—Olive Oil.

COMPILATION OF CUSTOMS LAWS

A compilation of customs laws and digest of decisions thereunder, 1916, dealing with the revenue laws, including the Tariff Acts from 1883 to 1913, has been issued by the Government Printing Office, Washington, D. C. It covers Section 1 of the Tariff Act of 1913, with the enacting clause, dutiable lists, and free lists; also specific provisions of previous Tariff Acts not appearing as such, including the Acts of 1913, 1909, 1897, 1894 and 1883; also the pertinent sections of the Revised Statutes, Special Acts, and sundry other topics. The Schedules covered include: Schedule A—Chemicals, oils and paints. The work is issued in two volumes, sold only at \$1.75 for the set, bound in buckram.

Fee for Trade-Mark Registration in China.

A cablegram has been received from Consul General Thomas Sammons, Shanghai, stating that from August 1 the Chinese customs will charge a fee for the provisional re-istration of trade-marks and patents. From that date a remittance of \$7.50 Mexican must accompany applications from foreign countries. There is no change in the filing procedure.



CEYLON.

CITRONELLA OIL.—The total exports of citronella oil from Ceylon in 1918 were 1,048,202 pounds, as compared with 1,211,197 pounds for 1917, a decrease of 162,995 pounds, the chief falling off being in exports to the United States, amounting to 305,703 pounds, which was largely set off by increased exports to India, China, Japan, Egypt and Australia.

BRITISH CHINA

HONGKONG TRADE IN CASSIA AND ANISEED.—Consul General George E. Anderson, Hongkong, British China, reports the Hongkong cassia trade during 1918 was very fair, shipments to the United States representing an increase in declared returns from 5,666,866 pounds, valued at \$349,968, in 1917, to 5,788,819 pounds, valued at \$434,329, in the past year; but the course of the trade was very irregular and represented speculation rather than straight trade on order.

The trade was complicated by the fact that, whereas, the usual trade in such goods is in purchases in the Hongkong market by local exporters on definite orders from the United States or Europe, much of the business in 1918 was done on consignment. This method resulted in a large portion of the shipments being afterward sold in the United States at prices below replacing costs in Hongkong, owing to the need of money to meet drafts drawn against consignments. Such consignments at one time swamped the American market to the serious injury of firms doing trade along ordinary lines.

Exports of cassia oil fell off materially, the shipments to Europe being reduced by two-thirds. The declared exports of cassia oil to the United States amounted to 139,938 pounds, valued at \$124,465, as compared with 112,003 pounds, valued at \$124,503, in 1917.

There was a marked decrease in the exports of aniseed and aniseed oil. Declared exports of the oil to the United States fell from 277,787 pounds, valued at \$254,833, in 1917, to only 52,328 pounds, valued at \$45,355, in 1918, and shipments to Europe were practically negligible. Prices ranged rather low during the opening months of the year and some business was done, but as prices increased later in the season American and other buyers refused to follow. Prices ranged from \$0.74 cents to \$1.08 gold per pound.

FRANCE.

GRASSE WORKERS TO UNIONIZE.—A meeting of employees, male and female, of the Grasse perfume raw material houses was held in Grasse on June 24. Its object was the formation of a "union" for the general advancement of the interests of the workers. If this movement follows the usual course in such matters we shall

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THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

Confirming previous reports of a shortage in oil of neroli, New York importers were in receipt of cable advices from Grasse, France, that the orange and rose crops had been finished and that these crops had been a disappointment both as regards yield of essential oil and quality of the rose. This development, it is expected, will have a wide-spread influence, for French oil of rose as well as French oil of neroli. The former is holding strong in the local market at \$18@22 an ounce, while French oil of neroli is held at \$220 per pound for best grades, while commercial varieties are quoted at \$125 and \$160 a pound, respectively.

Clove oil has been one of the most conspicuous features of the market with an advance to \$2.50@2.75 a pound recorded on the Bourbon variety as the result of the advance in the spice to 37 cents a pound following reports that nothing is being offered from the East for nearly arrival and that the 1919 crop will be decidedly smaller than in previous years. Last advices on clove oil were that shipments from the Straits Settlements would not be made until after the September monsoon so that in the meanwhile replacements are impossible.

Artificial oil of almonds has scored a big advance to \$1.75@2.00 on higher cost of crude material, and the free from chlorine has advanced to \$2.00@2.25, a pound in sympathy. Sweet almonds oil is more plentiful, however, offerings from London having been incidental in lowering the spot quotation to 85 cents and \$1.10 a pound. Bitter almonds oil is holding at \$9.50 a pound and the free from prussic acid at \$9.75@10.00.

Bulgarian oil of rose prices are stabilized at \$17.50 an ounce and there is no outlook that the goods will be available at anything much under this figure, as the crops were quite small during the war, 1916, 1917 and 1918 crops being only one-half of normal. The 1916-1917 crops were taken in toto by the Germans, and the goods which are available here are the 1918 crop and part of the 1919 crop, which is still in process of distillation. Lavender oil is generally maintained in the local market with reports from London to the effect that finest French varieties are commanding from 33s. 6d. to 35s. per pound.

With the approach of the new crop season in American peppermint oil have come assurances that there will be a marked increase in this year's yield since there has been a substantial increase in the acreage planted to peppermint plants, which should make the yield of oil somewhere near normal at least. Consumers as a class have been contented to hold off and await developments, and in the meanwhile the spot quotations have dropped to \$8.00@8.40 a pound for bulk, \$9.25@9.40 a pound for twice rectified, and \$9.00@9.15 a pound for the redistilled. In bottles the price remains substantially at \$10, and a good export demand is in evidence thereat. Spearmint oil has not moved in sympathy with peppermint. A development of some consequence, however, is the weaker position of wintergreen genuine gaultheria, which is offered down to \$7@7.50 a pound, a decline of \$2.25.

Leading Sicilian oils have met a steady inquiry, especially lemon and orange, which have been taken in increasing quantities by the soda fountain trade as well as the soap trade. Prices have fluctuated in sympathy with

(Continued on page 180.)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond, Bitter, per pound	\$9.50-9.75	Origanum	30-35	Diphenylmethane	2.25-2.50
Almond, F. P. A.	9.75-10.00	Orris Root, concrete, foreign	5.15-5.50	Diphenyloxide	2.25-2.50
Almond, Artificial	1.75-2.00	Orris Root, concrete, domestic	5.25-5.50	Ethyl Cinnamate	8.00-10.00
Almond, Sweet True	.85-1.10	Orris Root, absolute	40.00-45.00	Eucalyptol	1.25-1.30
Almond, Peach-Kernel	.45-.50	Parsley	8.00-8.25	Eugenol	3.75-4.00
Amber, Crude	2.00	Patchouly	18.00-19.00	Geraniol, domestic	3.00-3.50
Amber, Rectified	2.25	Pennyroyal, American	1.65-1.80	Geraniol, foreign	—
Anise	1.45-1.50	Pennyroyal, French	1.25-1.40	Geranyl Acetate	5.00-5.25
Anise, Lead free	1.55-1.60	Peppermint Oil	8.00-8.25	Geranyl, foreign	7.25
Aspic (spike)	1.15-1.50	Peppermint, redistilled	8.50-8.75	Heliotropin, domestic	nominal
Bay, Porto Rico	2.95-3.00	Peppermint, twice rectified	9.25-9.40	Indol, C. P.	4.00-4.25
Bergamot, 35-36%	5.25-5.75	Petit Grain, So. American	3.75-4.00	Iso-Butyl-Salicylate	15.00
Birch (Sweet)	5.75-6.00	Petit Grain, French	6.50-8.00	Iso-Eugenol	nominal
Birchar, Crude	.60	Pimento	3.00-3.25	Linalol	9.00
Birchar, Rectified	2.75	Pine Needles, from Pinus	2.25-2.50	Linalyl Acetate	7.50-7.75
Bois de Rose, Femelle	6.25-6.50	Sylvestris	2.25-2.50	Linalyl Benzoate	13.00-14.00
Cade	1.00-1.10	Rose, Bulgarian (ounce)	17.50-18.00	Methyl Anthranilate	nominal
Cajeput	.75-.85	Rose, French (ounce)	18.00-20.00	Methyl Cinnamate	16.00-18.00
Calamus	4.75-5.00	Rosemary, French	1.25-1.30	Methyl Heptenone	7.25
Camphor, Jap, "white"	.22	Rosemary, Spanish	1.10-1.15	Methyl Heptene Carbon	10.00-12.00
Cananga, Java	5.25-5.40	Rue	4.50	Methyl Paracresol	nominal
Cananga, Java, Rectified	6.25-6.40	Sage	4.25	Methyl Salicylate	16.00
Caraway Seed	7.00-7.15	Safron	.60-.65	Mirbane, rect. drums	.45-.50
Cardamon	22.00-27.50	Sandalwood, East India	11.00-11.25	Musk Ambrette	.19-.21
Carvol	13.00-14.00	Sandalwood, West India	6.50	Musk Ketone	100.00
Cassia, 75-80% Technical	2.00-2.10	Sassafras, artificial	.47-.50	Musk Xylene	60.00-65.00
Cassia, Lead free	2.15-2.20	Sassafras, natural	1.95-2.00	Nonylic Alcohol	15.00-18.00
Cassia, Redistilled	2.60-2.70	Savin, French	6.00-6.25	Phenylacetaldehyde	nominal
Cedar Leaf	1.60-1.70	Snake Root	18.00-20.00	Phenylethyl Alcohol	30.00-35.00
Cedar Wood	.22-.24	Spearmint	10.25-10.50	Phenylethyl Alcohol	36.00-38.00
Celery	20.00-22.00	Spruce	.95-1.00	Phenylacetic Acid	24.00
Cinnamon, Ceylon	28.00	Tansy	4.25-4.50	Rhodinol, domestic	nominal
Citronella, Ceylon	.47-.48	Thyme, French, red	1.85-1.95	Rhodinol, foreign	25.00
Citronella, Java	.65-.70	Thyme, French, white	2.15-2.30	Skatol, C. P.	nominal
Cloves, Zanzibar	2.75-2.80	Thyme, Spanish, red	1.90-1.95	Terpineol, C. P.	1.00-1.25
Cloves, Bourbon	3.25-...	Vetivert Bourbon	15.50-16.00	Terpinyl Acetate	3.25
Copaiba	.95-1.00	Wintergreen (genuine gaultheria)	7.00-7.50	Thymol	7.25-7.50
Coriander	50.00-55.00	Wormseed	4.00-4.25	Vanillin	.65-.69
Croton	1.35	Wormwood	6.50	Violet, artificial	12.00-18.00
Cubebs	8.50	Ylang-Ylang, Bourbon	15.50-16.00		
Cumin	10.00	Ylang-Ylang, Manila	26.00-28.00		
Erigeron	10.00-10.50				
Eucalyptus, Australian, 70%	.57-.60				
Fennel, Sweet	3.25-3.50				
Geranium, African	10.00-10.50				
Geranium, Bourbon	8.25-8.50				
Geranium, Turkish (palma rosa)	5.00-5.25				
Ginger	8.00-8.25				
Gingergrass	3.25				
Guaiac (Wood)	5.75-6.00				
Hemlock	.95-1.10				
Juniper Berries, Rectified	7.25-7.40				
Lavender, English	24.00				
Lavender, Fleurs	7.50				
Lavender, Spanish	1.25-1.35				
Lemon	1.15-1.25				
Lemongrass	1.40-1.45				
Limes, Distilled	1.15-1.25				
Limes, expressed	4.00-4.25				
Linaloe	5.00-5.25				
Mace, distilled	1.65-1.75				
Mustard, genuine	—				
Mustard, artificial	11.75-12.00				
Neroli, petale "Bigarade"	130.00-160.00				
Neroli, Bigarade	120.00				
Neroli, artificial	18.50-19.00				
Nutmeg	1.65-1.75				
Opoponax	nominal				
Orange, bitter	2.15-2.25				
Orange, sweet, Italian	2.75-3.00				
Orange, sweet, West Ind.	2.15-2.20				

AROMATIC CHEMICALS.

Acetophenone	8.50	Alcohol, cologne spirits, gallon	5.00-5.10
Amyl Salicylate, dom.	2.25-2.50	Ambergris, black (oz.)	12.00-15.00
Amyl Salicylate, for.	7.00-8.00	Ambergris, gray	28.00-30.00
Anethol	2.50-2.75	Chalk, precipitated	.05½-.10
Anisic Aldehyde	7.00-7.25	Civet, horns (oz.)	3.00-3.15
Benzaldehyde, domestic	1.75-2.00	Lanolin	.20-.32
Benzaldehyde, F. F. C. domestic	1.75-2.00	Menthol	7.50-8.00
Benzyl Acetate, domestic	2.25-2.50	Musk, Cab., pods (oz.)	—
Benzyl Acetate, foreign	nominal	Musk, Cab., grains (oz.)	25.00-28.00
Benzyl Alcohol	2.75-3.00	Musk, Tonquin, pods (oz.)	26.00-28.00
Benzyl Benzoate	3.25-3.50	Musk, Tonquin, grains (oz.)	42.00-45.00
Borneol	3.50	Orris Root, Florentine, whole	22-24
Bornylactate	5.50	Orris Root, powd. and gran.	28-30
Bromostyrol (lb.)	10.00	Rice starch	24½
Cinnamic Acid	7.25-7.50	Talc, Italian (ton)	nominal
Cinnamic Alcohol	40.00-45.00	Talc, French (ton)	nominal
Cinnamic Aldehyde	5.50	Talc, domestic (ton)	20.00-40.00
Citral	3.50-3.65		
Citral C. P.	3.70-4.00		
Citronellol, domestic	16.00-18.00		
Citronellol, foreign	30.00		
Cumarin, natural	nominal		
Cumarin, artificial, dom.	7.00-7.25		
Cumarin, artificial, for.	—		

SUNDRIES.

Alcohol, cologne spirits, gallon	5.00-5.10
Ambergris, black (oz.)	12.00-15.00
Ambergris, gray	28.00-30.00
Chalk, precipitated	.05½-.10
Civet, horns (oz.)	3.00-3.15
Lanolin	.20-.32
Menthol	7.50-8.00
Musk, Cab., pods (oz.)	—
Musk, Cab., grains (oz.)	25.00-28.00
Musk, Tonquin, pods (oz.)	26.00-28.00
Musk, Tonquin, grains (oz.)	42.00-45.00
Orris Root, Florentine, whole	22-24
Orris Root, powd. and gran.	28-30
Rice starch	24½
Talc, Italian (ton)	nominal
Talc, French (ton)	nominal
Talc, domestic (ton)	20.00-40.00

THE MARKET.

(Continued from page 178.)

Italian exchange as a rule, but closing prices are stronger with bitter orange held at \$2.15@2.25 a pound; sweet Italian orange at \$2.85@3.00 a pound and West Indian sweet at \$2.15@2.25. Bergamot oil was easier at \$5.25@5.50.

Other price developments embrace offers of oil of cardamom at \$22.00@27.50 as to holder, white oil of coriander has been offered down to \$50 against \$60 previously. East Indian sandalwood oil was easier at \$11, while Canada snake root oil was apparently in small supply and maintained at \$18@20 a pound. Porto Rico bay oil has met a wide demand and prices are 10 cents higher; Cedar leaf oil has scored an advance of 30 cents to \$1.70 under smaller holdings. Eucalyptus essential oil has reverted to practically its pre-war position of 50@55 cents a pound, which compares with the high of 75 cents, while shipping from Australia was scarce.

Leading Javanese oils have occupied a conspicuous place in trading activities. Despite relatively free importations of Java cananga oil there has been an advance in the rectified variety to \$6.25@6.40 a pound. Cananga oil is being widely substituted for ylang-ylang of the Philippines. Measures of inspection to maintain the quality of capeput oil are under way by the Netherlands Colonial Government and a revival of its popularity is looked forward to, as in recent years the oil has suffered much by adulteration.

Aromatic Chemicals.

Developments in most of the staple raw material lines of chemical bodies used in the perfumery trade have been along reconstructive lines. One of the most important of the base products used for building up the higher aldehydes, alcohols and other perfumery bodies, namely phenol, has scored a tremendous improvement during the last few weeks on reports that the Government is about to dispose of its surplus material at a remunerative price and in a manner which will not operate to further demoralize what was a few weeks ago a sliding market. This improvement coming co-incidental with a decided advance in the London market has communicated itself to the general list of synthetics, which are again showing strength and a degree of activity. An advance of 10 cents in methyl salicylate has been one of the direct results therefrom.

The general list of aromatics derived from the benzol and toluol bases has also benefited somewhat from the turn which has been seen in the course of these crude materials. The benzol group is notable for an advance in benzaldehyde to \$1.75@2.00 a pound, while benzyl acetate has advanced to \$2.25@2.50; benzyl alcohol to \$2.75@3.00, and benzyl benzoate to \$3.25@3.50 a pound.

One leading manufacturer has taken the initiative by further reducing quotations on phenylacetaldehyde to the extent of \$10 a pound and quoting \$30@35 a pound, while the price of phenylethyl alcohol has been reduced \$4 to \$36@38 a pound. Phenylacetic acid, however, is about \$8 higher at \$24 minimum.

National legislation introduced during the interval looking towards the protection of the dye and intermediate manufacturers from German aggression in the future has been viewed in the trade with the keenest interest. The acceptance of the plan to create a licensing commission which will control all importations of dyes, intermediates and colors will also operate to the advantage of the manufacturers of aromatic chemicals. Some leading members of the trade have come forward with a plan favoring a protection of at least 50 per cent, which would only be sufficient to maintain a self-contained aromatic chemical industry in this country. While the summer season is usually one of inactivity in the general run of aromatics, the trade has been laying plans for the autumn and winter season just ahead and if all signs do not fail, a period of great activity is in store. In connection with the general increase in the volume of demands, which are being experienced for aromatic chemicals as contrasted with a few years ago, it must be remembered that the volume of natural perfume materials which was manufactured during the last four years was smaller than in many decades

and it is to fill this gap that the leading manufacturers are now striving so assiduously.

Vanilla Beans.

Offerings of vanilla beans are being steadily taken up by the extract manufacturers at advancing prices. Mexican, Bourbon, Tahiti and all other varieties of vanilla beans have all shared in the active period of trading which has been witnessed here, but the principal interest has undoubtedly been in the big bulge in all grades of Tahiti, which established prices for this variety at \$2.50 a pound minimum. Bourbon vanilla has remained in strong hands in primary markets where prices have ruled strong at from 36 to 40 francs, equal to \$3 duty paid. The demand for Bourbon vanilla beans at Marseilles is described as urgent, consumers on the Continent having started to supply their requirements to a heavy extent.

The position of Mexican vanilla remains strong on spot, with leading factors quoting from \$4.25@6.00 a pound for their whole beans, and \$3.25@3.50 a pound for their cut varieties. It appears that beans from the coming crop, which does not usually arrive here until December, January, have already been taken out of first hands in Mexico, and that conditions on the whole would indicate a rather scanty yield. Beans from last year's crop are still arriving, although it is now pretty late in the season.

A compilation has been made of the world's available vanilla bean crops for 1919, which would indicate that the total was approximately 180,000 pounds of Mexican against a normal yield of 300,000 pounds; 400,000 pounds of Bourbon against a normal of 800,000 pounds, and 100,000 pounds of Tahiti against a normal yield of 300,000 pounds. In other words, a reduction of 50 per cent in the total yield is indicated, and with the resumption of activities by the large chocolate manufacturers of France, due in large measure to the fact that stocks on the Pacific Switzerland and Austria this shortage is bound to produce high prices during the balance of the current year.

The sharp appreciation of values of Tahiti vanilla was Coast had been practically taken up. There has been considerable speculative activity in these beans on the part of Western operators, who have taken the goods wherever available. In Tonka beans there has also been a sharp upward movement, which established the price at \$1.75@2.00 for the Angostura; \$1.25 for the Para, and \$1.20 for the surinam. All primary market points are reported to be steadily maintained with export demand running at an unprecedented rate.

FOREIGN CORRESPONDENCE.

(Continued from page 178.)

soon learn of shorter hours and higher pay, and the "closed shop."

JAPAN.

CAMPHOR.—A report received here states that fifteen Japanese crude camphor manufacturing concerns have been trying to unite into one large corporation with a capital of 10,000,000 yen, under the title of the Formosa Camphor Mfg. Co. The company is to be established at Taihoka, Formosa.

SPAIN.

OLIVE OIL.—A cablegram from Trade Commissioner Magruder, Madrid, states that the Spanish Government will allow the exportation of 45,000,000 kilos of olive oil during the second half of the year 1919.

One of the Best Monthly Journals.

(From H. Fantini, Manager, Allison Bros., Manufacturers of Mill, Laundry and Toilet Soaps, Middletown, Conn.)

Your valuable paper is always welcome at our office. We consider it one of the best monthly journals that there are.



CITED BY FEDERAL TRADE BOARD.

Thirteen interstate manufacturers, making soap, textile soaps, and allied products, have been cited in formal complaints by the Federal Trade Commission on charges of unfair competition in giving gratuities and presents to employees of their customers and prospective customers with the view of influencing the purchase of their products. The U. S. Oil & Supply Co., Providence, R. I., selling soap, oil and mill supplies, also was cited on similar grounds.

The thirteen manufacturers are: National Oil Products Co., Harrison, N. J., oil, soap and grease products; India Alkali Works, Boston, savogran, washing powders and like products; Woodley Soap Manufacturing Co., Boston; Dobbins Soap Manufacturing Co., Philadelphia; Bosson & Lane, Atlantic, Mass., dyes, soap, and like products; Roxbury Chemical Co., Boston, soap and like products; the Arabol Manufacturing Co., New York City, dyes, soap, glue and like products; Enterprise Soap Works, Inc., Philadelphia; Charles J. Fox, Philadelphia, soap and like products; Harry Bentley, Camden, N. J., doing business under the name of the Standard Soap Co.; the Original Bradford Soap Works, Inc., Providence, R. I.; William Mohrman, New York City, chemicals, dyestuffs, textile soaps and like products; and Federal Color & Chemical Co., Boston, dyestuffs, chemicals, soap and like products.

All of the companies were cited to make answer before the Commission in Washington, August 11.

EXPECT ADVANCE IN VEGETABLE OILS.

The markets for vegetable oils have been strong and advancing for months and are likely to go still higher as an immediate result of a resumption of trade with Central Europe, according to representative authorities in the trade. When the armistice was signed oils declined sharply on the prospects of peace, and the release of heavy stocks for export which had been accumulating in this market. But domestic demand on one side and European buying on the other, as soon as shipping was released, soon put a different complexion on the situation.

As shipments increased prices began to advance and have kept on advancing ever since. It may be that some of the oil exported is being held in Europe on German account, but most of it undoubtedly went to supply the Allied and neutral nations, who were sadly in need of oils and fats of all kinds, and now that trade with Germany and the other belligerents is to be resumed it will necessarily create a still heavier drain on the resources of this country by lessening the supply of crude material in the primary markets and cutting in on the stocks of oils

refined in the United States. If events turn out as predicted, demand in the local market will increase and the supply of raw materials decrease. Prices, therefore, are likely to advance considerably.

"A month before the armistice," said a market observer, "I expressed an opinion, published at the time, that in event of peace oil prices should advance. But manufacturers and traders did not see it this way, and oils declined sharply as soon as war activities ceased. But it was not long before economic conditions forced the market up again and justified my argument for a stronger market. Prices have risen until they now average about 25 per cent over the level from which they descended, and I believe that with the heavy demand for the supply of Germany, now that shipments to that country are resumed, will easily send them up another 25 per cent.

NO STAMP TAX ON MEDICINAL SOAPS.

Soaps for which medical properties are claimed are subject to the tax of three per cent on sales by the manufacturer as imposed by Section 900 of the Revenue Law of 1918, taxing toilet soaps and toilet soap powders. These articles are exempt from taxation at the rate of one cent for each 25 cents of the price for which sold for consumption or use as imposed by Section 907 on proprietary medicines and toilet articles.

The following letter from John E. Walker, Deputy Commissioner of Internal Revenue, explains the Government's view of this matter to William L. Crounse, explains the situation:

"Referring to your letter of May 23, you are advised that all soaps and soap powders advertised or held out as suitable for toilet purposes or for application to the body or part of the body as cleansing agents are taxable as toilet soaps under Section 900, subdivision (21) of the Revenue Act of 1918 when sold by the manufacturer, producer, or importer.

"The soaps mentioned in your letter, such as cuticura, resinol, sulphur, tar soap, etc., would come within the provisions of article 33 of the Regulations No. 47, a copy of which is inclosed, and are taxable under Section 900. This tax is due upon all sales made on or after February 25, 1919."

Soap Industry Section of Great Value.

(From the Citrus Soap Company, San Diego, Cal.)

We have been subscribers to THE AMERICAN PERFUMER for five years, but never were particularly interested except in some occasional article on something pertaining to soap manufacturing. Since your adoption of the Soap Industry Section and your wholesome expressions on conditions relating to the soap world we consider your publication of the highest order and of great value to us.

DETERGENT ACTION OF SOAP

The detergent action of soap must be attributed partly to its power of emulsifying oil, the globules of which become coated with a pellicle which prevents them from rendering adjacent objects oily; partly to the low surface tension between the soap solution and the oil, and possibly in part to the acid soap produced in the hydrolysis forming a colloidal compound with the dirt. The experiments cited show, however, that the main factor is that soap will dissolve oils, including paraffin oil, forming soluble compounds, some of which contain approximately equal proportions of oil and soap. In order to prevent the emulsification of a portion of the oil, the globules of which then become coated with a pellicle which prevents further combination with the soap, it is necessary to have a considerable excess of oil, if the soap is to combine with the maximum quantity of oil. The addition of water in excess does not decompose the oil-soap compound, but preliminary dilution of the soap solution causes more oil to be emulsified, with the result that a much smaller proportion combines with the soap. In the incorporation of oil with soaps three stages may be observed. For example, in the case of potassium stearate paste and benzine, the paste first becomes thickened owing to the oil being incorporated to form a coarse sort of emulsion; then the mixture becomes limpid owing to the formation of a soluble compound between the oil and the solid stearate; and thirdly this liquid rapidly solidifies to an opaque stiff mass owing to the globules of oil, through combination with the stearate, becoming sufficiently reduced in size to form a true emulsion. The extent to which these stages occur depends on factors such as the proportion of emulsion formed, the viscosity of the reagents, etc. The proportions of oil and soap which will unite depend both on the chemical and on the physical character of the reagents. For example, in the case of three samples of purified paraffin oils, the volumes dissolved of the oil boiling at 257° C. were intermediate between the volumes dissolved of the oils boiling at 98° C. and 198° C. respectively. Changes of temperature take place during the combination of the soap and oil, the nature and extent of the change depending upon the character of the oil. It is probable that the combination is invariably exothermic in character, but that the heat absorbed in the fusion of the solid stearate or semi-solid soap usually more than counterbalances the heat evolved. Naphthalene dissolves to a limited extent in soap, but partly separates out in crystalline form on cooling or diluting the solution. Soap will dissolve less paraffin oil in the presence of naphthalene.—*Abstracted from paper by S. U. Pickering, Chem. Soc. Trans.*

A Synthesis of Linalol.

Ruzicka and Fornasir, in a Swiss scientific journal, give an account of a synthetic preparation of the alcohol linalol which comprises the constitutional formula assigned to it by Tiemann and Semmler. Methyl-heptenone is dissolved in ether, and mixed with strongly powdered sodamide. A current of acetylene gas is then passed through the liquid at a low temperature, when a high yield of dehydrolinalol is obtained. This is a mobile oil, of the formula $C_{10}H_{16}O$, boiling at 91-93 deg. at 12 mm. pressure, and having a specific gravity 0.8855. It forms a phenylmethane melting at 88 deg., and has an odor resembling that of citrol. It is reduced to linalol, dissolving it in ether and adding sodium in fine shavings.

New Edition of Soap Testing Standards.

A second edition of Circular No. 62 of the Bureau of Standards, "Specifications for and Methods of Testing Soaps," has just been issued and may be procured for 5 cents a copy from the Superintendent of Documents, Washington, D. C.

CHANCES FOR EXPORTING TO ITALY.

Consul F. T. F. Dumont, Florence, in outlining the soap situation in Italy says: In the four years preceding the war—1910-1913, inclusive—imports of common soap into Italy averaged about 5,900 tons per year, of which France furnished 89 per cent, Great Britain 5 per cent, Germany 2 per cent, the other 4 per cent coming from various other countries. Imports from the United States averaged nearly 7 tons per year. Almost all of the soap imported from France is of the type known in Italy as "sapone bianco di Marsiglia" (white Marseille soap), the color and origin being indicated by the name. It is said to contain about 72 per cent of fatty acids and is sold in evenly cut cakes on which the name is roughly stamped. The soaps imported from Great Britain are said to contain 80 per cent of fatty acids. They are imported in bars about 16 inches long and 3½ inches wide. After importation they are cut into cakes 2 inches thick. Small quantities of two well-known American soaps are occasionally found. Both are very much liked, but no effort is made to see that shops keep stocked with them. Neither of them has been properly exploited in the Italian market.

Italy, of course, manufactures a great deal of the soap it requires, but all soap of Italian manufacture is of poor quality and sells only because it is cheaper by half than imported brands. American soap manufacturers should combine to establish an agent in Italy, preferably at Milan or Genoa, and undertake to develop the market. It is going by default to British manufacturers.

MARKET FOR SOAP IN SWEDEN.

The manufacture of soap in Sweden has been seriously handicapped during the last few years, due to the lack of fats, says Leo H. Strauss, clerk to American trade commissioner, Stockholm. At present, however, domestic production is sufficiently advanced to take care of the market for toilet soaps. As regards laundry soap, there is a considerable market in Sweden for the importation of this commodity.

It being necessary to have coconut oil for the manufacture of laundry soap, and the quantity of this oil obtained by Swedish manufacturers being negligible, the needs of the Swedish market must be satisfied by outside sources. At present the only imports are received from England, with possibly a small share from America. A conservative estimate of the consumption of laundry soap in Sweden places the figure at 8,818,400 pounds per year. The duty is very low, being a fraction more than 1 cent per pound. There is at present a good chance for American laundry soap manufacturers to establish themselves firmly upon the Swedish market.

SOAP FIELD OPEN IN CANADA.

American laundry soaps have for many years been sold to some extent in the Canadian markets, says Consul General John G. Foster, Ottawa. The customs duty, amounting to \$1 per 100 pounds on laundry soap, to which is added a 7½ per cent war tax, has, however, tended gradually to reduce these sales. The imports of laundry soap during the last fiscal year amounted to 5,867,817 pounds, valued at \$435,444. Of this total, only 31,017 pounds, valued at \$2,656, went from the United States. Practically all the leading brands of laundry soap can be sold in Canada if a satisfactory price can be made. The average weight of soaps now on the market is 10 to 12 ounces, and the retail selling price is 8 cents per bar.

Over a Hundred Brands on Sale in China.

There are said to be on sale in Shanghai, China, more than 100 different brands of soap. A recent three-day investigation disclosed 67 separate brands. Of this number 35 were of Chinese manufacture, 20 of British, 5 of American, 4 of Japanese, 2 of French, and 1 of German.

DETERMINATION OF GLYCERIN AND WATER CONTENT OF GLYCERINS FROM SPECIFIC GRAVITY AND BOILING POINT*

By Ad. Gruen and Th. Wirth.

(Continued from page 144, June, 1919.)

The most serviceable heating bath for the boiling point determinations in the capillary tube is a beaker of quartz glass, and as a heating fluid paraffin previously heated to fuming temperature, or an acidless fatty oil may be used.

Method of carrying out the boiling point determination:

The boiling tube is fastened in a socket-joint and lowered into the heating fluid, until the capillary is covered completely. The thermometer (an abbreviated one is best suited) is fastened so that the bulb sinks into the bath about to the middle of the small leg of the boiling tube. The heating is carried out rather quickly under constant stirring, until a steam bubble begins to form below the capillary. Then the heating is carefully continued with a small flame. The mercury level in the small leg begins to sink, while that in the large leg rises correspondingly. As soon as the equality of the levels is reached the thermometer shows the boiling temperature, corresponding with the barometric height. To determine the boiling temperature at 760 mm., the heating has to be continued carefully, until the mercury level in the large leg rises high enough above that in the small leg to correspond with the difference: 760 mm. minus barometric height. The influence of a small pressure difference, however, is so slight that an estimate of the level difference suffices for this purpose.

Particular care has to be taken that the temperature increases so slowly from the moment of the formation of steam, that the mercury level only shifts slowly. When the mercury reaches the height corresponding with the pressure of 760 mm. no further change of the level should take place, if the temperature is kept stable for five minutes with a small flame. It also is expedient to cause the mercury level to rise and fall slightly by removing the flame and reheating. The middle height noted shows the correct boiling point of the glycerin sample.

After the first determination the boiling tube is permitted to cool, until the short leg is almost entirely refilled. Then the boiling temperature is determined once more in the same manner.

The boiling points are thus accurately determined to within one, or at the most two degrees.

For the first series of experiments mixtures of D — 15

1.2652 and water with 95-99% glycerin were prepared. Before determining the boiling points we ascertained the water content of the mixtures as carefully as possible by drying in the xylene drying closet.

An Erlenmeyer flask holding 50 ccm. is closed with cotton, heated for one hour in the boiling xylene bath (interior temperature 125-127°) and weighed in the desiccator after cooling. Then 2-2.5 grams of glycerin are introduced, without wetting the neck of the flask, and the latter is again closed with the cotton pad. The contents are first boiled for 2½ hours, and then until weight stability is reached, if necessary. Finally the substance is cooled and weighed in the desiccator.

After this process the boiling point of every sample was determined.

Glycerin.	Found	
	Water.	Boiling Point.
Unmixed	0.04%	282°
99%	0.94%	226°
98%	2.01%	194°
97%	2.98%	179°
96%	4.00%	167°
95%	4.93%	160°

These preliminary results already confirmed the correctness of our assumption. For the final determination of the boiling points mixtures of the absolutely pure

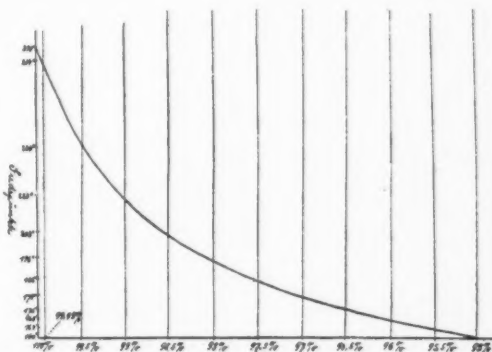
glycerin D — 15 = 1.2653 and water with 95-100% glycerin

content were prepared in intervals of 0.5% and in the most careful manner possible.

The result of the determination of the boiling points was:

Glycerin Content.	Boiling Point
Per Cent.	at 760 mm.
100	283-284°
99.5	243-244°
99	224-225°
98.5	207-208°
98	195-196°
97.5	185-186°
97	178-179°
96.5	171-172°
96	167-168°
95.5	163-164°
95	160-161°

The boiling point of absolutely anhydrous glycerin is given as 290°, while we found 283-284°. This difference,



LEFT FIGURES SHOW BOILING POINTS, BOTTOM CONCENTRATION.

however, is not caused by any error in the observation. In view of the fact that we had already found the boiling point of a glycerin containing 0.04% water to be 282°, it could not be doubted that the glycerin had attracted traces

*From Zeitschrift fuer angewandte Chemie, Vol. 132, No. 12, 1919.

of moisture during its transfer to the boiling tube. This theory was confirmed. The pure glycerin, when heated in the distilling flask, commenced to boil up between 280° and 290°. The temperature jumped to 289-290° almost in a moment and remained stable during the lively boiling. The distillation was interrupted and the retort, together with its content, permitted to cool, enclosed with phosphorus pentoxide. Then a boiling tube was charged as quickly as possible with the glycerin from the distilling flask, and the boiling point determined once more according to the method of Schleiermacher. It was again found at 283-284°. The same difference between the boiling point in the distilling flask and the boiling point in the tube was observed during the examination of other, entirely dry glycerin samples. This proves that the glycerin samples attracted traces of water while they were placed in the tubes. That only traces, a few hundredths per cent, of moisture were concerned is shown by the attached graphic exhibit, if the boiling point of 100% glycerin is noted as 290°, while the values of 95% to 99% glycerins are given as found by boiling in the tube. The show line indicates that the boiling point 284° corresponds with 0.05 water content of the glycerin.

This slight disadvantage is not detrimental to the usefulness of the method, because absolutely dry glycerin samples are never examined in the practice, and glycerins which even contain only a few tenths percent water are no longer so highly hygroscopic. Failure of the method was more to be feared with technical glycerins, as these still contain quantities of organic salts and other electrolytes, which increase the boiling point. This fear, however, proved groundless, as far as our observations go. For instance, 97% glycerin by itself and with an addition of 1% of sodium chloride showed the same boiling point: 178-179°.

With impure glycerin containing more than traces of polyglycerins, volatile acids, etc., the boiling point determination naturally furnishes as unreliable and erroneous results, as the determination of the specific gravity, calculation or any other method of physical examination. For the highly concentrated commercial glycerins, which in purity come up to the requirements of the dynamite factories and the pharmacopeia, especially for the dynamite glycerins, the determination of the content from the boiling point is absolutely reliable. It is more accurate than any other method, and in the working system described above it may be suitable for precision determinations, for instance, in umpire analyses.

For mass determination this working method is too troublesome, but in such cases it may be replaced by the simple boiling point determination of Emich, which only requires capillaries as they are generally used for the melting point determination.²

Keep Up Good Work for Soap Industry.

(From Miene Mfg. Co., Soaps, Collingdale, Pa.)

We are very much pleased with the PERFUMER's entire contents and especially the section pertaining to the Soap Industry. We look forward to each issue with pleasure and take plenty of time to read it through. Keep up the good work.

²We are indebted for this information to Dr. Joseph Kuntner, of Aussig, who was kind enough to test the method practically on our request.

PATENT TO BLEND FATTY ACIDS.

Bleaching of the fatty acids obtained by splitting fats with the sulfonic acids of petroleum. William Happach, Malmö in Sweden, and Sudfeldt & Co., Melle in Hanover.—The fatty acids obtained by hydrolytic splitting of fats with water and small quantities of sulfonic acids always have a dark color, on account of the influence of the atmospheric oxygen. Experiments are now said to have shown that the injurious influence of the oxygen of the air can be removed completely, if the dark colored fatty acids produced by the splitting of fats with sulfonic acids are exposed to strong action of the air from one to four hours. This is accomplished by blowing air through the acids, after they have been melted and heated to 50-100° C. During this process the fatty acids sometimes become still darker at first, but they quickly turn lighter, until they finally assume the color of the original material. In some cases their color even becomes lighter than that of the original material. Before the treatment with air the fatty acids, of course, have to be separated carefully from water, glycerin, sulfuric acid and sulfonic acids. This is accomplished by washing with water or alkali. (German Patent 310,387).—*Chemiker Zeitung*, 1919.

SOAP OPPORTUNITY IN PANAMA.

Consul General Alban G. Snyder, Panama City, writes: Considering the size of the market there is rather a large demand for laundry soap in Panama. Latest official statistics, which are for 1917, show that imports from the United States were valued at \$192,297, and from England \$66,145. The usual method of importation is in 35-pound cases, weight of bars as ordered. The retail price varies, but averages about 15 cents per pound. The import duty on soap has been 15 per cent ad valorem; but a new law, just passed, levies a stamp tax amounting to ½ cent per bar of less than 8 ounces, 1 cent per bar weighing 8 ounces to 1 pound; and 1 cent additional for each pound or fraction thereof in addition to 1 pound weight. Stamps must be attached at the time of importation, and thus really constitute an addition to the regular import duty. A list of importers of soap in Panama City, Panama, may be obtained from the Bureau of Foreign and Domestic Commerce or its district or cooperative officers by referring to file No. 114566.

Vegetable Oil Production in France

Vice-Consul V. Winthrop O'Hara, Bordeaux.

The olive oil produced in the region of Bordeaux has a lightness, a perfume, and a particularly delicate savor which have given it a world-wide reputation and made it an important article of export and a source of wealth for its producers. Most popular is the oil from Nice imported under the Bordeaux trade-mark. The crude oil is shipped in hogsheads from Nice to Bordeaux, where it is refined and bottled with all the care for which the Bordeaux trade is renowned. Its superior quality, together with its brilliant color and its method of presentation, have acquired for it markets which were increasing yearly until they were reduced by the war, difficulties of transportation, and trade restrictions.

The 1918 crop of olives produced an abundant amount of oil in all the Nice region, but the supply was used largely within the country, for very little has been exported during the war. This season the harvest will be less, as abundant production occurs in alternate years only.

The manufacture of peanut oil at Bordeaux dates from 1867. For several years there was but one such oil factory, but three other refineries have been established since, and there are several in Marseille. The four at Bordeaux treat peanuts from the west coast of Africa only and combined have an annual production of about 30,000 tons of oil of the best quality.

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

SOAP EXPORTS FROM THE U. S. DURING MAY.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries during May:

Countries.	Toilet or Fancy Soap.	All Other Soap.	
		Pounds.	
Austria-Hungary	\$10	152	\$13
Belgium	15,213	386,365	30,970
Denmark	1,540	112,000	12,150
France	123	.....	.....
Germany	10	.....	.....
Greece	1,777	2,939	402
Iceland and Faroe Islands	700	46,740	3,747
Malta, Gozo and Cyprus	34	.....	.....
Norway	650	33,000	3,600
Spain	5,858	1,860	195
Sweden	7,289	11,200	925
Switzerland	2,418	3,125	4, 68
Turkey in Europe	18,760	.....	.....
England	.....	251,982	21,487
Bermuda	321	2,239	280
British Honduras	772	28,671	2,814
Canada	17,714	391,656	42,980
Costa Rica	1,032	11,246	1,074
Guatemala	2,932	1,033	101
Honduras	1,141	61,756	4,644
Nicaragua	1,354	14,358	1,515
Panama	4,967	231,407	19,152
Salvador	2,965	5,039	638
Mexico	15,305	2,543,589	221 4-6
Newfoundland and Labrador	10,757	13,380	773
Barbados	443	50	5
Jamaica	3,458	96,343	7,973
Trinidad and Tobago	1,070	82	7
Other British West Indies	1,245	36 8-0	3,392
Cuba	21,945	1,435,974	133,679
Danish West Indies	240	17,689	1,770
Dutch West Indies	312	436	49
French West Indies	187	22,825	2,087
Haiti	2,971	807,300	96,301
Dominican Republic	4,988	304,020	35,217
Bolivia	3,348	5,243	592
Brazil	7,969	17,328	1,488
Chile	8,130	14,148	1,096
Colombia	3,110	8,478	705
Ecuador	4,816	15,741	1,280
British Guiana	69	130	25
Dutch Guiana	22	2,000	300
French Guiana	76	5,500	635
Paraguay	24	.....	.....
Peru	11,525	34,604	3,313
Uruguay	1,451	.....	.....
Venezuela	4,105	243	18
China	54,938	564,046	50,036
Chosen	118	205	22
British India	22,572	485	52
Straits Settlements	4,991	.....	.....
Other British East Indies	385	2,659	233
Dutch East Indies	2,441	8,413	630
Hongkong	7,960	20,524	1,491
Japan	6,861	340	30
Russia in Asia	73	46,626	5,749
Siam	888	102	10
Australia	32,725	2,320	190
New Zealand	4,738	52,956	4,378
Other British Oceania	12	2,050	26
French Oceania	373	7,020	747
German Oceania	79	72	6
Philippine Islands	28,422	720,735	54,4 4
Belgian Congo	12	3,353	324
British West Africa	186	1,200	135
British South Africa	10,601	7,348	728
Canary Islands	688	.....	.....
French Africa	50	1,564	217
Portuguese Africa	266	5,500	275
Total	\$374,485	8,454,309	\$782,919

Wool Grease, Anhydrous Refined, Not Classified as "Lanolin."

The United States Board of General Appraisers at New York has ruled that certain anhydrous refined wool grease is dutiable at the rate of $\frac{1}{2}$ c. per pound under paragraph 44 of the Tariff Act of 1913. The decision was made in the case of a quantity of the material imported from France by S. L. Jones & Co., of San Francisco, and it sustains a protest made by the importers, at the same time reversing the Collector of the Customs' decision that the goods should be classed as lanolin with a duty rate of 1 c. per pound under the same act and paragraph.

Shipments of Peanut Oil from Swatow to United States.

Among the June shipments to the United States from Swatow, China, were 26 tons of peanut oil.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

Industrial Chemicals

Improvement of a substantial character has manifested itself in various directions. Caustic soda commands the most attention by reason of the fact that spot material has attained a level of \$3.10@3.20 a f.a.s. The big broadening of the uses of caustic soda in fall domestic fields, to say nothing of the heavy export trading which is now witnessed in this chemical, has been responsible for the removal of large blocks of stocks which had been controlled by second hands so that the manufacturers are now pretty well in control of the market. The contract price quoted by the producers over this and next year is \$2.75 a hundred basis of 60 per cent works, and business has been done at this level. In view of the strong demands now being encountered, the great majority of the producers are only quoting next year's business with reluctance.

Soda ash has also strengthened under strong demands from domestic and export sources. As there is but little of the material available from second hands, producers have been doing the bulk of the business in the chemical at \$1.90 a hundred f.a.s. in barrels, with contracts over the balance of the year quoted at \$1.75 a hundred basis of 48 per cent at the works. The Alkali Export Association is handling the bulk of the export business in both items. Easier conditions are to be noted in caustic potash, 88 to 92 per cent, which is offered at 33 $\frac{1}{4}$ @40 cents a pound as to seller and quantity. Trading in carbonate of potash has been of a limited character as a whole, with the calcined 80@85 per pound quoted at 13@15 cents a pound. Heavy acids continue to enjoy an export call principally from South America. Buyers have been appraised finally of the fact that there is going to be no sharp break in the prices for sulphuric acid, and that existing prices which are pretty close to the costs of production undoubtedly will hold, especially in view of the fact that Government surpluses are to be taken up. Boraxes have been entering consumption in fair quantity with prices maintained at 7 $\frac{1}{4}$ @8 cents a pound for the crystals and granular.

Appraisers' Decision on Lanolin.

Treasury decision 38064 (G. A. 8267) gives the following decision on the status of lanolin in the General Appraiser's opinion:

"Lanolin—Wool grease, refined—*Adeps lane anhydrous*.—Testimony of one witness, supported by trade catalogues grouping all refined wool grease as lano.in and leaving nothing on which the refined wool grease provision is to operate, contradicted by another witness, who testified that an order for lanolin would be filled only by the hydrous product, is not sufficient to set up a commercial designation which would modify the effect of Merck's case, G. A. 7952 (31 Treas. Dec., 108, affirmed in 33 Treas. Dec., 78). Therefore, certain anhydrous refined wool grease is held dutiable at $\frac{1}{2}$ cent per pound under paragraph 44, act of 1913."

Oil, Fats and Seed Dealings in Britain Restricted.

Advices from Consul General Skinner at London state, the Food Ministry announces that owing to the excessive rise in the price of certain oils and fats, and to limit the speculative sales and purchases, the Food Controller has issued an order restricting dealings in the following seeds, oils and fats to persons licensed by the Ministry of Food. The order became effective June 23 and applies to copra, cotton seed, groundnuts, palm kernels, cocoanut oil, cottonseed oil, groundnut oil, palm-kernel oil, soya oil, premier jus, cleo oil, neutral lard, linseed oil and linseed.

Potash Search Provision Retained in Bill.

The agriculture appropriation bill, as finally agreed to by the conferees of the Senate and House retains an item of \$31,340 to be used for exploration and investigation within the United States to determine the possible sources of supply of potash, nitrates and other natural fertilizers. It is to be used by the Bureau of Soils.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

During the last month the tallow market has continually advanced, with a steady and strong feeling. At present tallow approximately equal to the New York Special grade is selling at 20c a lb. loose, while local melters of the New York Special grade are asking 21c a lb. and higher.

The middle west and western markets have kept pace with this advance.

Greases have felt the strong tone of the tallow market and are now at a closer ratio with tallow than heretofore.

When it is realized that the advance from the recent lowest point, viz., 8½¢ to the present level of 20c, has been continuous, and without reaction at any time, it may become advisable to "stop, look, and listen." Signs are beginning to appear that the bullish situation also has a few weak spots, one of which is best exemplified by the large sales of Lagos Palm Oil, which have been made within the last few days at a 17½¢ basis, New York. While undoubtedly some of the soap manufacturers have been buying their supplies during the last few months in a hand-to-mouth manner, and must therefore continue to absorb a proportion of the available stock now offered at ruling prices, nevertheless it would be fair to assume that the bulk of requirements for the next two months has been taken care of by most manufacturers; and for this reason, should there come about a slackening in the purchasing, though only temporary, it would surely lead to a reaction in market prices.

The enormous demand from Europe seems to have been pretty much filled, and the present outlook for business is temporarily reduced by the declining of foreign exchange, which operates to put the cost of material at disproportionate prices when delivered on the other side. And goods held in this country, speculatively, are apt to be hurried for sale at the first plain sign of weakness.

July 16, 1919.

TOBIAS T. PERGAMENT.

GLYCERINE.

Specially Written for This Journal by W. A. Stopford.

Since our last letter, the quotation for Chemically Pure declined to 19¼¢, and this figure was discounted quite a little on special business. Within the last week, however, both refiners and consumers have again entered the market as buyers of Dynamite, and as a result they are holding their C. P. firmer; it is doubtful if 19¼¢ could be shaded today. The resumption of the production of Crude Glycerine, in a normal way, has had a setback, because of the unwillingness of the soapmakers to go to the trouble and expense of extracting the maximum of Glycerine from their Lyes; they find it to their advantage to leave as much in the soap as it will stand as they now get a better price for their soap than for the by-product. This condition will continue as long as Glycerine keeps low in price and Tallow remains at its present high level of 20c. As a consequence, it may be found that even if the demand for Glycerine does not increase, there may be little or no surplus before long. Even now supplies of domestic Crude

are small, and such stocks as there are, are strongly held. Some foreign Crude is coming in right along, but the quantity is still of small proportions. It is likely that the bottom has been about reached, and while there is no particular reason to expect any marked advance in the near future, there is less hope for a decline of any extent.

July 14, 1919.

VEGETABLE OILS.

By Edgar H. Laing

"The opening of trade with Germany has stimulated the market this week, and the inquiries for vegetable oils of all grades received by the exporters in New York this week have been exceedingly heavy and resulted in taking the market practically out of the soapmakers' hands. Very large quantities of cocoanut oil in sellers' tanks have been booked at 18c per lb. at the Pacific Coast, and the views of the crushers at this end of the line are 21c per lb. for Ceylon grade oil, acid 6 to 8 per cent, in hardwood export barrels f. a. s. steamer port of New York, and the trade best posted feel that we are on the verge of very much higher prices before the urgent demand from Europe can be satisfied.

"Edible cocoanut oil is quoted between 23c and 24c per lb., according to position, and this grade of oil is the cheapest edible fat on the market to-day.

Palm Oil.—The cheap grades of palm oil have been practically cleared from the market.

"As we close for the week the holders of spot oil are very indifferent sellers, feeling that there is a strong probability of 1c or 2c per lb. advance before the 1st of August on the entire line of vegetable oils.

July 14, 1919.

(Continued on preceding page.)

SOAP MATERIALS.

Glycerine, C. P., 19½¢@20c.

Dynamite, 17½¢@18c.

Crude soap lye, 80 per cent, loose, 9¢@9½¢.

Saponification, 80 per cent, loose, 10¢@11c.

Castor oil, No. 3, 22¢@23c.

Cocoanut, Cochin, 1¢@9½¢@21c.; Ceylon, nominal.

Cocoanut oil, domestic Cochin, 17½¢@18c.; domestic Ceylon, 21¢@22c.

Corn, crude, 20¢@20½¢., nominal.

Cottonseed, crude, tanks, 17½¢. lb.; refined, 25c. lb.

Olive, denatured, \$2.75 gal.; prime foots, 25¢@27c. per lb.

Palm lagos, 17c., nominal; red prime, 16½¢@17c.

Palm kernel oil, domestic, 14¢@15c., nominal.

Peanut, crude, 22c. a lb. f. o. b. coast.

Red oil, saponification, 12¢@12½¢.

Soya bean, 18½¢@18¾¢., nominal.

Tallow, special loose, New York, 18c. asked; tallow, city, 13½¢. asked; grease, yellow, 11¼¢@11¾¢., brown, 11¢@11½¢.

Chemicals, etc., Borax crystals and granular, 7¾¢@8c.

Caustic potash, 88 to 92 per cent, 33½¢@40c.

Caustic soda, 76 per cent, \$3.20@3.30 per 100 pounds.

Carbonate potash, calcined, 80 to 85 per cent, 13¢@15c.

Salt, common, fine, \$1.08@2.10.

Soda ash, 58 per cent, \$1.90@2.00 per 100 pounds.

Soda silicate, "iron free," 3¢@3¾¢.

Sulphuric acid, 60 degrees, \$14.00@16.00.

Starch, pearl, \$5.50@6.00; powdered, \$6.00@6.50.

Stearic acid, single pressed 17½¢@18c.

Stearic acid, double pressed, 18½¢@19c.

Stearic acid, triple pressed, 19½¢@20c.

Stearate of zinc, 34¢@37c.

Zinc, oxide, American, 7¾¢@9½¢.

Rosin, water white, \$21.75 per barrel.

Rosin, window glass, \$21.50 per barrel.

Rosin, Nancy, \$20.25 per barrel.

Rosin, Mary, \$19.75 per barrel.

"The Colgate Plan"

**is completely vindicated
by the *unanimous* decision
of the United States Supreme Court**

The Supreme Court of the United States, by a unanimous decision made June 2, 1919, has completely and finally sustained the legality of "THE COLGATE PLAN" for insuring fair prices. It gives us the greatest possible satisfaction and pleasure to announce to our customers this important decision in the interests of sound merchandising.

More than forty years ago the Company determined, so far as in its power lay, to insure a fair and reasonable profit to dealers in its products. The policy was then adopted, and is still followed, of refusing to sell to those whose resale prices are unfair. No price agreements are demanded, but no goods are sold to those whose selling methods are injurious to the trade.

The Supreme Court has now declared that this sound business policy is entirely lawful, and that we have the right thus to protect our customers against illegitimate and unfair methods of competition. We are gratified that we can continue to do this in the future as we have in the past.

Mr. Justice McReynolds continues:

"And we must conclude that, as interpreted below, the indictment does not charge Colgate & Co. with selling its products to dealers under agreements which obligated the latter not to resell except at prices fixed by the Company.

"The purpose of the Sherman Act is to prohibit monopolies, contracts and combinations which probably would unduly interfere with the free exercise of their rights by those engaged, or who wish to engage, in trade and commerce—in a word, to preserve the right of freedom of trade. In the absence of any purpose to create or maintain a monopoly, the Act does not restrict the long recognized right of trade or manufacturer engaged in an entirely private business, freely to exercise his own independent discretion as to parties with whom he will deal. And, of course, he may announce in advance the circumstances under which he will refuse to sell."

We take pleasure in informing our trade and other friends of this important decision.



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National Aniline & Chemical Company
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Manufacturers of

LINALYL ACETATE
EUGENOL, U. S. P.
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Amyl Butyrate
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(*Oil of Myrbane*)

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The success of Hercules Chemicals is due largely to the rigid technical control by which each process of manufacture is governed.

All of our products are subjected to laboratory tests during the processes of manufacture. They *must* conform to *definite sets of specifications*, established by the trade through long experience, before they go to our customers.

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Sign the coupon (underlining the products that interest you) and mail it to the nearest office of the Hercules Powder Co. (Chemical Sales Division). We will send you full information about the commodities indicated.

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CHEMICALS

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Ethyl Propionate (Propionic Ether)	Propionic Acid
Ethyl Butyrate (Butyric Ether)	Butyric Acid
Acetone	Valeric Acid
Ketone B	Caproic Acid
Dinitrotoluol (DNT)	Acetic Anhydride
Valerates	Glacial Acetic Acid
Zinc Valerate	Nitrate of Ammonia
Ammonium Valerate U. S. P.	Nitrobenzene
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Kindly send information about products underlined.

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SALVINOL FLORA

Absolutely Odorless

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Solvent for Musk and all Perfume Materials
Stronger than Benzyl Benzoate

ACETOPHENONE

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Bear in mind that connoisseurs here and abroad have said
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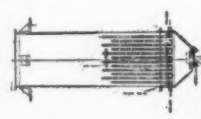
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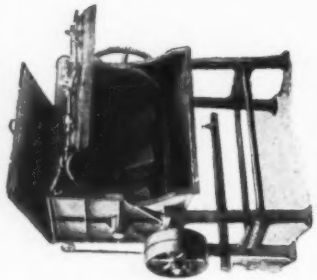
ACME Remelter.



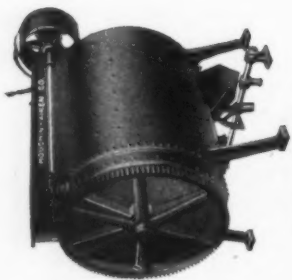
STANDARD Soap Frame.



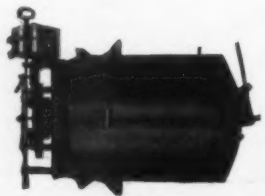
Soap Chipper.



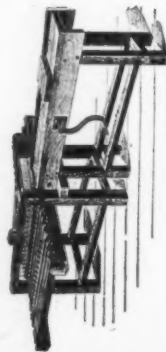
IDEAL Amalgamator.



HORIZONTAL Grutcher.



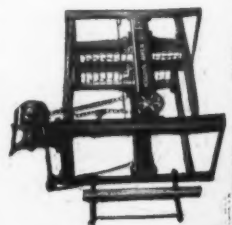
PERFECTION Grutcher.



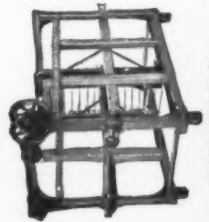
DOUBLE BACK Cutter.



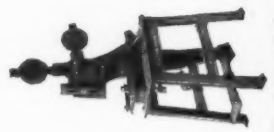
AIKEN Power Cutter.



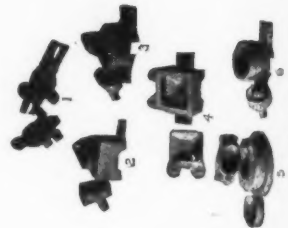
AIKEN Power Slabber.



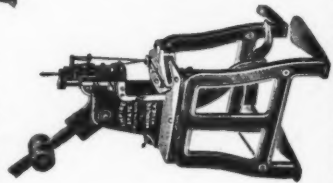
CHAMPION Slabber.



No. 4 Soap Press.

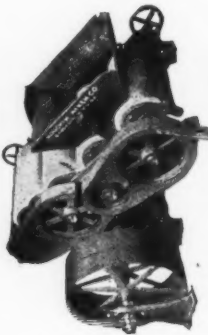


Soap Dies.

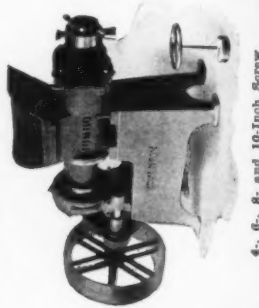


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TYPE "F" Plodder.



2, 3- and 4-Roll Soap Mills.



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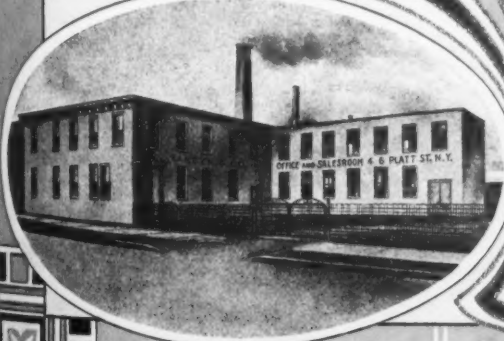
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It is always the same, always uniform and stable.

It will add strength and floral tone to your Rose Products.

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At least twice the strength of Vanillin, plus the rich, pure, mellow aroma of the bean.

Chemically pure, absolutely uniform and stable.

Comes in powder, easy to use and very soluble.

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Before the war most of the Aubepine imported was made from Cresol, which always develops a phenol-like odor.

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Trial ounce. \$1.00

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GERANIOL, E. F.

Price means nothing when quality is concerned.

The perfumer who can recognize pure Geraniol when he smells it will appreciate this product.

GERANIOL E. F. is free from all impurities. It is flowery sweet and lasting.

GERANIOL E. F. because of its purity will carry an odor more forcibly, and give it the character that cheap geraniol does not possess.

GERANIOL E. F. is made to meet the demand of the particular perfumer, who thinks more of quality than of price.

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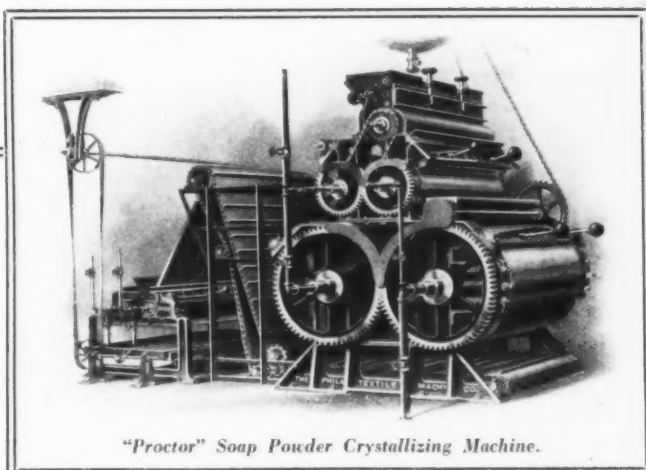
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Kontakt Saponifier

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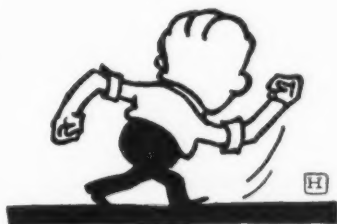
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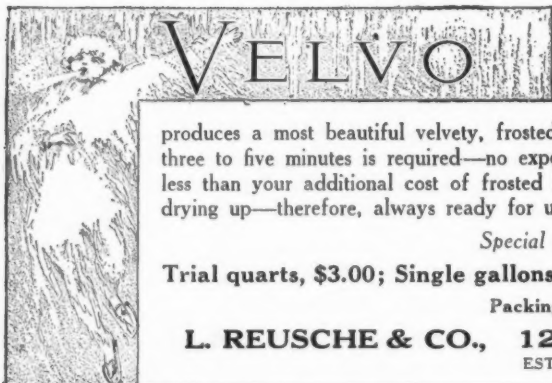
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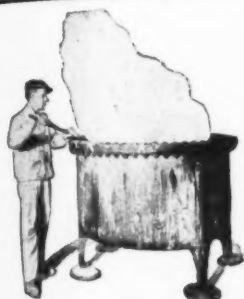
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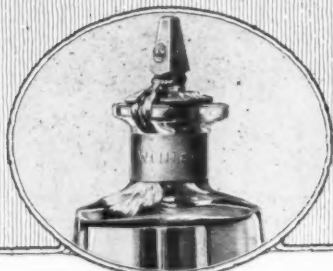
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(Continued on page 70.)



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WANTED—Salesman acquainted with toilet goods buyers of department and drug stores. Good positions for capable men. References required. Write full particulars in first letter. Address The Klinker Manufacturing Company, 6300 Kinsman Rd., Cleveland, Ohio.

CHEMIST, thoroughly versed in the large scale production of liquid soaps, shampoos, bases, pastes, as well as other toilet preparations, desires connection with substantial concern. Address S. W. No. 666, care of this journal.

YOUNG MAN, graduate chemist; 8 years' experience in the manufacture of Toilet Preparations, desires to connect with a progressive concern; business and personal reference furnished. Address S. W. No. 668, care of this journal.


THE SECRETARY of a small corporation manufacturing toilet preparations, because the possibilities of his present position are limited, is seeking an opening where the opportunity will justify the conscientious effort and experience he has to offer. Age 29, married. Eight years in present position. Good general training handling production, buying correspondence, accounting, exports and some selling. Would consider road position with reliable essential oil or chemical house. Possess good working knowledge of Spanish and Dutch. Salary reasonable. Address S. W. No. 667 care of this journal.

YOUNG MAN (24) single, five years' experience in crude drug and essential line, desires a promising position. Business college graduate, and lately out of army. Best references. Address S. W. No. 669, care of this journal.

OFFICE MANAGER WANTED, who is thoroughly familiar with buying and selling essential oils, synthetics, etc. One who has had very good experience with reliable houses; excellent future for the right man. All applications treated in strict confidence. Address H. W., No. 674, care of this journal.

WANTED—A large Middle West manufacturer is looking for a high grade man of broad vision with a thorough knowledge of the perfume and toilet goods business from the selling end. He must be a man with ideas. It is not necessary that he be an artist, but he should know how to have a line dressed up to compete with anything on the market. If you answer that description, give information as to experience, age, etc. Address H. W., No. 647, care of this journal.

(Continued on page 72.)



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(Continued from page 70.)

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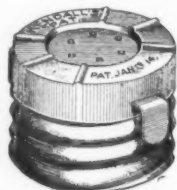
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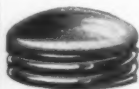
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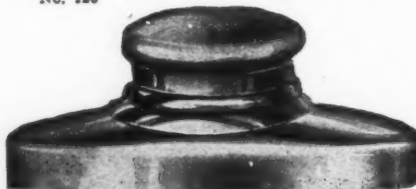
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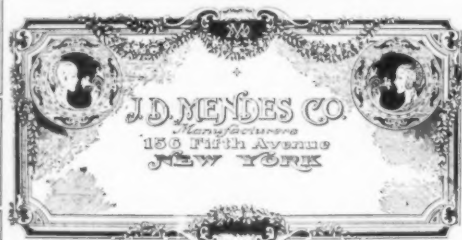
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